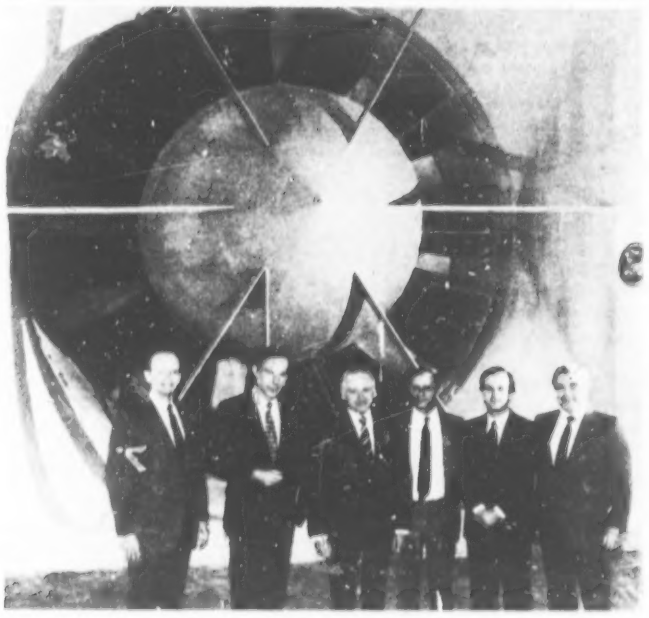
world news briefs



Ford opens its Cologne wind tunnel.

Ford opens tunnel

Ford of Europe's $9.2 million wind tunnel in Cologne, West Germany, is inaugurated by Philip Caldwell, chairman of Ford Motor Co. At the ceremony (above, left to right): Donald E. Petersen, president, Ford Motor Co.; Uwe Bahnsen, vice president-design, Ford Europe; Caldwell; Geoffrey Howard, chief engineer-design engineering, Ford Europe; Kenneth K. Kohrs, vice president-product development, Ford Europe; Howard J. Blanch, chairman, Ford Europe.

MAN change

A new chief executive takes over at West Germany's GHH engineering group. The change stems from troubles at the group's largest division, truck and bus builder MAN. The new boss, Klaus Gotte, is a financial man from the Allianz insurance group. He replaces Manfred Lennings.

Spending in Spain

Ford will invest $42 million in Valencia, Spain. Most of the money will go into an engine plant to produce a new 1.3-liter gasoline engine starting June 1985. Current Valencia engine capacity is 440,000 units annually.

Baby Benz to Bremen

Daimler-Benz's Bremen factory in northern Germany begins production of the 190/190E; 2,000 units will be produced this year, with series production getting under way next year. The W124 replacement for the mid-range car goes into production at Sindelfingen in the fall.

Innocenti losses

Nuova Innocenti (21,600 units built in 1982) anticipates a third year of revenue losses; 1981-82 losses totaled 32 billion lire ($19 million at current rates).

Audi Boost

Audi 1983 sales will top DM 7 billion ($2.7 billion) compared with DM 6.1 billion last year. Production should reach a record 390,000.

Volvo appointment

Willem Vlasblom, 40, joins the management board of Volvo Car, Holland. He is responsible for corporate planning and has worked for Volvo since 1972.

Daimler-Benz up

Daimler-Benz will build and sell more cars this year than last year. Year-end output will surpass 470,000 (458,345 in 1982). Production of the new 190 will reach 109,000, while S-class models produced will reach a record 114,000; almost half will have V-8 engines.

Alfa Romeo

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level of collaboration between companies, though he freely acknowledges the enormous difficulties. But his talk suggests that Alfa Romeo's partners will not stop at Nissan (ARNA and Fiat (1985 luxury cars) and will probably involve components as well.

"The big problem in making a joint venture between two companies is that it needs very strong willpower between, say, 20 people. The 20 people have to agree on doing things. It's not so easy, because you have to give, and that's a problem," he maintains.

But an agreement can lead to reduced investments and greater volumes to amortize unit costs.

"The customer will not realize if some of those components between two manufacturers are the same.

"In Europe there are 10 or 11 car manufacturers producing the same number of cars which in the States are manufactured by three car makers. They have scale advantage — unless we make agreements," he believes.

• Innocenti is a former aircraft industry man. He sees what has happened to the civilian aircraft industry in Europe, and that for big computers in Europe.

"We gave up (civil aircraft) in favor of America because we were not in a position in Europe, between the different aircraft industries, to make any proper agreement. In Europe we make only military aircraft.

"And then in Europe we do not have any more any type of big computer industries. Fifteen years ago we had many. They could not make an agreement, so that IBM, Honeywell and so on took over," he reflects.

In reply to a comment about Airbus Industrie gaining world sales, Innocenti states, "I am talking about profitable business.

"The car industry can survive for the next 10 years — with government money. That's a different story," says the man who is managing director of a state-owned enterprise. It is another indication that Alfa Romeo management would like to see the enterprise move from state ownership to the private sector.

Innocenti says that only when Alfa Romeo is making money once more could it pass into private ownership.

"Who would buy shares in a company that's still losing money?" he asks, adding, "The only real problem is profitability, which means market conditions. Then we don't see any basic problems."

In the meanwhile, Alfa Romeo will continue to draw on state funds for at least part of its $1.5-billion investment program over the 1983-87 period. But the managing director reports that "a substantial percentage" of the cash will be from Alfa Romeo's own internal resources.

Some will come in the form of low-interest loans from the Government (some for technological innovation) and around 10 percent will come from the open European money markets.

Registrations boom in UK

Major gains posted in Germany and Spain

By Richard Feast
European Editor

Impressive sales by the two U. S.-owned auto makers — Ford Motor and General Motors — in Europe this year resulted from their showings in their power bases: West Germany, the United Kingdom and Spain.

Their new cars, Ford Sierra and Opel Corsa, not only generated a lot of interest, but came at a fortuitous time.

West Germany, France, the UK and Italy account for three out of four new-car sales in Europe. Spain, the fifth largest market, makes it four out of five.

Unofficial 1983 registrations, for nine months ending in September indicate major improvements in Germany and Spain and a boom in the UK, three countries where Ford and GM are recognized auto manufacturers.

In France, registrations were static and in Italy they declined. (This explains 1983's luckluster performance by Renault, the leading make in France and leading importer in Italy.

New products from Fiat (Uno) and Peugeot (205 and Citroen BX) helped those countries stem otherwise adverse sales trends in their home markets.

Volkswagen was unable to take advantage of the sales resurgence in Germany, due to competition from Opel and Ford and anticipated model halt of its top-selling Golf.

As a group, VW managed a 3.2 percent sales gain, which hides the fact that VW sales were down nearly 4 percent while Audi Division sales rose by nearly one-third.

Total Japanese car sales surpassed the overall trend.

Only other auto maker to approach volumes of Europe's Big Six was BL with 4.2 percent in the nine-month period, but its showing was distorted by the fact that 80 percent of its 342,500 registrations were made in its domestic UK market. It is

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NEW-CAR REGISTRATION LEADERS IN EUROPE

Manufacturer	9 mos. 1983	Market share	9 mos. 1982	Change on '82
Ford	1,034,500	12.7	936,900	+ 10.4
Renault	981,700	12.1	1,070,800	– 8.3
Fiat Auto	977,800	12.0	969,500	+ 0.8
VW Group	973,800	12.0	943,900	+ 3.2
Peugeot SA	950,800	11.7	945,200	+ 0.6
General Motors	919,600	11.3	736,500	+ 24.9
TOTAL	8,136,500	100.00	7,716,800	+ 5.4

Rationing ups registrations

Yugoslavians buy cars to get more gas

By Anne Hope
Special Correspondent

Gas rationing, introduced in Yugoslavia in an attempt to force people to use cars less, instead has caused a big hike in numbers of cars licensed.

The latest dodge is to register a car—its age doesn't matter—in order to claim its gas allocation. As a result, Yugoslavia is fast becoming highly motorized, at least on paper.

Since October 1982 every auto owner has been restricted to a gas ration of 40 liters a month. Since many young couples live with parents and inlaws in cities during the week but spend weekends in cottages in the country or by the seaside, they need fuel, which is why old cars are sought, bought and registered, though they may be seldom driven. Their value lies in the petrol coupons they earn.

Many Yugoslavians use two-wheel vehicles for their fuel efficiency. The number of two-car families is growing — and two-car families with motorcycles also are increasing. Often cars are not used because motorcycles can stretch the gas ration.

Yugoslavia is comprised of six republics. It has five nationalities speaking four languages, and three religions with two scripts (Crylic and Latin) in one nation. "Yes, we're six/five/four/three/two in one," I was told. "Nehru said so years ago, and it's still true."

While Yugoslavia's gasoline shortage makes headlines, fuel isn't the only commodity rationed. Though store shelves are stacked high with tins of sardines from the Adriatic, there is a scarcity of instant coffee. Also in short supply are detergents and all goods from the West, which can only be imported in exchange for hard currency.

Off the tourist tracks, few Western newspapers or magazines are available. Locals ask visitors if they have copies of TIME, NEWSWEEK, even AUTOMOTIVE NEWS. Out-of-date copies are read avidly.

Tourists are welcome and tourists with wheels don't have problems buying gas since they can purchase as many coupons as they think they will need. As long as they refuel vehicles registered outside Yugoslavia, or hire cars, they can buy gas coupons for them with no hassle.

On leaving Yugoslavia, any unused coupons can be sold back to the authorities.

• During a four-day conference at Opatija, Croatia, organized by the Yugoslav Society of Automotive Engineers, I discovered that the country, though officially Socialist (what you and I would call Communist), is "non-aligned." That means it is not behind the Iron Curtain and not on the Council for Mutual Economic Assistance, known as 'Comecon' in Western parlance and 'Cmea' in East Bloc language.

Though Yugoslavia has a population of less than 23-million, its traffic fatality toll is high. An average of 15 people die each day on the road and 700 are seriously injured—"epidemic levels," according to delegates at that conference who came from all parts of Europe. (But of 19 delegates expected from Poland only nine attended while those expected from the Soviet Union did not arrive at all.)

More people die in traffic accidents in Yugoslavia than from cancer, heart attacks or other illnesses. But a valid point made at the symposium is that not all crashes involve locals. Many vehicles on the country's *autoput* are in transit to or from the Mid-East.

Vehicle registration grew from 1,252,325 in 1970 to 3,073,034 in 1980, a 245 percent rise. In the same period the number of drivers went up from 1,719,935 to 3,972,400. Today the number of vehicles is increasing at a rate of at least 10 percent a year.

Car assembly began in Yugoslavia in 1955 and totaled 760. Assembly of buses started in 1951, when production was 36 units. Motorcycle assembly started in 1956—with 3,421.

Almost every year since then there has been an increase. The best years were 1978 for motorcycles (79,900) and 1979 for cars (285,262), buses (6,178) and trucks (23,670).

A real success story is the Adria, an attached vehicle or van. Not as big as traditional U.S. motor homes, these vans are popular in Western Europe, especially Italy and France.

Western car makes assembled in Yugoslavia include Renault, Citroen and Volkswagen. "Home-grown" Zastava models are really Fiats produced under license (though the Yugo 45 does include design changes).

Visiting the Renault assembly plant at Nova Mestro, one is surprised to see almost-completed cars awaiting windshields. Waiting is not new in Yugoslavia.

Branded gasoline isn't sold. Station signs simply say "Petrol."

New-Car Registrations by Country

	9 mos., 1983	Change from 1982
West Germany	1,913,900	+13.2
France	1,466,800	− 0.3
UK	1,464,000	+17.7
Italy	1,234,800	− 7.0
Spain	414,800	+ 5.3
Holland	358,800	+15.4
Belgium/Lux.	290,300	− 4.1
Switzerland	221,200	− 6.4
Austria	199,800	+24.0
Sweden	149,700	− 0.9
Finland	92,400	− 1.6
Denmark	89,500	+27.1
Norway	84,100	− 5.1
Portugal	58,800	+ 6.7
Ireland	52,500	−16.4
Greece	45,800	−19.7
Total	8,136,500	+ 5.4

Registrations

Continued from Page 35

not a significant force in mainland Europe.

According to unofficial figures, leading market shares for January-September 1983 are: Ford, 12.7 percent; Renault, 12.1; Fiat Auto and VW group, 12.0; Peugeot SA, 11.7; GM, 11.3; Japanese, 10.2.

Overall the 16-country market was up by 5.4 percent to 8,136,500, with hopes that the 1983 total may reach the record 10.33 million of 1979.

German auto makers stress there is no sales bonanza in their domestic market; they are merely returning to normal levels after 1982's disastrous year.

Similarly, the slight decline in France follows last year's all-time high when more than 2 million cars were sold for the first time.

UK sales have been rising steadily and are likely to better the 1979 record of 1.72 million. It is likely the country will overtake France as the second best European market this year.

Italian sales have been declining since the peak of 1.74 million in 1981.

Spain, after several years in the doldrums, is picking up, and is believed to offer the greatest growth potential in Europe.

Because these five countries account for 80 percent of total European sales, sales booms in Austria and Denmark, and declines in Ireland and Greece, have little bearing on the overall market.

PRODUCTION OVERSEAS

FRANCE

Cars

	9 mos., 1983	9 mos., 1982
Peugeot SA	983,918	924,183
Citroen	409,567	376,397
Peugeot	433,750	391,052
Talbot	140,601	156,734
Renault	1,204,756	1,030,596
Total	2,188,674	1,954,779

Vans, trucks, buses

CBM	56	77
Peugeot SA	100,117	99,933
Citroen	22,159	20,590
Peugeot	62,547	69,723
Talbot	15,411	9,620
Renault	173,140	167,123
Sovam	60	70
Unic	4,775	4,110
Total	278,148	271,313
Total vehicles	2,466,822	2,226,092

SPAIN

Cars

	8 mos., 1983	8 mos., 1982
Citroen	75,686	62,397
Fasa-Renault	191,867	190,313
Ford	146,953	153,835
General Motors	144,812	.....
Seat	145,125	152,680
Talbot	33,892	34,383
Total	738,335	593,608

Vans, trucks, buses

CAF	.....	146
Citroen	13,668	24,823
Enasa	9,131	8,200
Fasa-Renault	19,756	18,998
Ford	3,655	4,852
Hispavitisa	1,939	2,160
Land Rover	13,711	8,119
Mercedes-Benz	5,602	7,883
Motor Iberica	12,662	11,755
Seat	16,387	1,310
Talbot	212	.....
Total	96,723	88,246
Total vehicles	835,058	681,854

JAPAN

Cars

	8 mos., 1983	8 mos., 1982
Daihatsu	125,563	85,283
Fuji	148,341	291,721
Honda	540,467	567,779
Isuzu	79,108	76,926
Mitsubishi	338,239	396,588
Nissan	1,214,352	1,181,716
Suzuki	81,966	61,264
Toyo Kogyo	589,423	552,275
Toyota	1,562,287	1,490,922
Total	4,679,746	4,542,474

Vans, trucks, buses

Daihatsu	224,434	219,811
Fuji	198,574	193,212
Hino	33,748	43,040
Honda	121,329	98,364
Isuzu	169,648	194,025
Mitsubishi	306,517	257,304
Nissan	423,501	402,467
Nissan Diesel	21,414	24,869
Suzuki	331,047	324,050
Toyo Kogyo	199,037	189,919
Toyota	591,141	609,615
Others	430	598
Total	2,620,251	2,557,149
Total vehicles	7,299,997	7,099,623

UNITED KINGDOM

Cars

	7 mos., 1983	7 mos., 1982
BL	261,920	250,358
Austin Rover	238,648	230,577
Jaguar	15,734	12,320
Range Rover	7,538	7,461
Carbodies	1,251	852
DeLorean	.....	1,287
Ford	195,779	201,177
Lotus	318	350
Reliant	51	51
Rolls-Royce	941	1,627
Talbot	74,401	25,401
TVR	160	70
Vauxhall	78,614	63,614
Others	407	342
Total	613,842	545,068

Vans, trucks, buses

Bedford	29,657	32,326
BL	49,570	48,128
Austin Rover	14,880	10,531
Land Rover	27,736	28,914
Leyland Veh.	6,954	8,683
ERF	908	1,139
Foden	368	434
Ford	61,824	71,351
Hestair Dennis	458	471
Karrier	2,874	4,075
MCW	212	190
Reliant	48	3
Seddon Atkinson	702	1,006
Others	407	332
Total	147,028	159,455
Total vehicles	760,870	704,523

REGISTRATIONS OVERSEAS

UNITED KINGDOM

Cars

	10 mos., 1983	10 mos., 1982
Alfa Romeo	7,094	7,659
BL	295,714	246,118
BMW	22,537	21,255
Daihatsu	4,685	4,308
Fiat Auto	45,238	43,620
Ford	461,703	413,689
FSO	3,878	2,752
General Motors	231,035	158,505
Honda	16,581	14,508
Hyundai	3,171	2,550
Lada	17,116	14,756
Lotus	339	372
Mazda	16,168	13,320
Mercedes-Benz	12,275	11,044
Mitsubishi	7,791	7,659
Nissan	93,860	84,720
Panther	91	25
Peugeot SA	95,007	90,217
Citroen	22,858	21,711
Peugeot-Talbot	72,149	68,506
Reliant	79	100
Renault	55,253	57,981
Rolls-Royce	587	751
Saab	8,333	8,348
Skoda	10,019	8,012
Subaru	2,951	2,347
Suzuki	2,928	2,344
Toyota	28,007	24,401
VAG	93,211	81,593
Volvo	54,685	45,471
Zastava	3,872	2,778
Others	4,636	3,201
Total	1,598,844	1,374,408

SWEDEN

Cars

	10 mos., 1983	10 mos., 1982
Alfa Romeo	636	485
BMW	3,127	2,978
Daihatsu	861	1,150
Fiat Auto	4,440	3,532
Ford	17,190	18,039
General Motors	16,225	17,993
Honda	2,414	3,640
Lada	1,639	2,384
Mazda	9,978	8,492
Mercedes-Benz	3,984	5,161
Mitsubishi	1,276	1,184
Nissan	4,560	5,049
Peugeot SA	5,135	4,405
Porsche	168	141
Renault	1,791	2,042
Saab	23,546	24,777
Skoda	307	349
Subaru	491	290
Toyota	6,864	6,636
VAG	17,986	21,564
Volvo	48,129	44,604
Others	24	35
Total	170,771	174,930

ITALY

Cars

	9 mos., 1983	9 mos., 1982
Alfa Romeo	78,729	86,723
BL	20,655	24,550
BMW	22,418	21,642
Fiat Auto	673,717	682,714
Fiat	571,330	590,099
Autobianchi/Lancia	102,387	92,615
Ford	55,721	65,860
General Motors	42,602	42,620
Mercedes-Benz	10,216	10,091
Nuova Innocenti	10,123	17,722
Peugeot SA	82,568	120,662
Citroen	48,185	63,336
Peugeot/Talbot	34,383	57,326
Renault	131,394	146,802
VAG	74,727	91,225
Audi/Porsche	19,186	20,661
Volkswagen	55,541	70,568
Volvo	13,731	11,428
Others	15,084	7,589
Total	1,231,685	1,327,630

WEST GERMANY

Cars

	9 mos., 1983	9 mos., 1982
Alfa Romeo	9,645	8,806
Bertone	754	438
BL	3,994	3,120
BMW	121,234	99,884
Daihatsu	4,911	4,439
Fiat Auto	78,552	73,886
Ford	229,783	181,795
General Motors	359,850	309,587
Honda	25,139	25,961
Isuzu	886	.....
Lada	6,315	4,940
Mazda	46,706	31,615
Mercedes-Benz	194,275	180,416
Mitsubishi	29,888	26,907
Nissan	36,479	32,485
Peugeot SA	73,962	70,192
Citroen	34,210	30,904
Peugeot	21,759	18,410
Talbot	17,993	20,878
Pininfarina	554	126
Porsche	9,533	8,181
Renault	68,956	68,472
Saab	2,831	2,181
Seat	485	.....
Skoda	1,227	1,033
Subaru	3,964	2,936
Suzuki	10,671	8,617
Toyota	39,452	30,113
VAG	548,605	503,820
Audi	138,252	93,956
Volkswagen	410,353	409,864
Volvo	11,713	9,063
Others	999	1,605
Total	1,921,363	1,690,618

HOLLAND

Cars

	9 mos., 1983	9 mos., 1982
Alfa Romeo	3,508	3,266
American Motors	22	37
BL	6,562	5,201
BMW	12,985	12,462
Chrysler	40	43
Daihatsu	3,929	1,874
Fiat Auto	25,196	18,599
Ford	41,229	34,258
FSO	78	50
General Motors	62,695	54,665
Honda	9,763	12,247
Hyundai	2,849	1,676
Lada	7,360	7,366
Mazda	16,898	12,182
Mercedes-Benz	7,717	6,903
Mitsubishi	12,024	11,463
Nissan	19,788	14,790
Peugeot SA	40,798	40,307
Citroen	19,716	18,301
Peugeot/Talbot	21,082	22,006
Porsche	185	146
Renault	24,597	26,348
Saab	3,099	2,770
Seat	568	.....
Skoda	2,267	850
Subaru	3,019	768
Suzuki	9,235	5,556
Toyota	17,199	15,031
VAG	31,776	30,859
Volvo	17,947	12,667
Zastava	1,417	765
Total	384,788	333,213

BELGIUM

Cars

	9 mos., 1983	9 mos., 1982
Alfa Romeo	3,326	3,428
Aro	13	6
Bertone	48	22
BL	4,059	4,594
BMW	8,208	9,999
Chrysler	17	89
Daihatsu	1,491	1,238
Ferrari	32	16
Fiat Auto	16,106	16,169
Ford	20,412	25,104
General Motors	29,795	29,388
Honda	7,601	9,562
Hyundai	808	748
Lada	12,002	14,023
Mazda	9,439	9,820
Mercedes-Benz	7,296	7,021
Mitsubishi	8,162	9,475
Nissan	14,121	10,463
Peugeot SA	36,460	38,290
Citroen	18,341	17,738
Peugeot/Talbot	18,119	20,552
Pininfarina	14	2
Porsche	426	435
Renault	21,662	26,308
Saab	940	849
Seat	485	1
Skoda	2,180	1,835
Subaru	1,791	896
Suzuki	2,350	1,281
Toyota	18,173	16,770
VAG	33,882	35,596
Volga	181	189
Volvo	5,587	5,678
Wartburg	808	677
Zastava	271	94
Others	44	184
Total	268,190	281,250

AUSTRIA

Cars

	9 mos., 1983	9 mos., 1982
Alfa Romeo	2,369	2,187
BL	390	551
BMW	7,016	5,957
Daihatsu	811	241
Fiat Auto	11,505	9,944
Ford	16,459	12,771
General Motors	26,583	22,940
Honda	3,527	2,417
Lada	1,287	1,655
Mazda	22,332	15,637
Mercedes-Benz	3,536	3,853
Mitsubishi	3,651	3,077
Nissan	13,100	9,546
Peugeot SA	12,276	11,552
Citroen	5,427	4,940
Peugeot/Talbot	6,849	6,612
Porsche	445	333
Renault	9,209	9,342
Saab	391	398
Seat	111	.....
Skoda	724	217
Subaru	2,900	2,118
Suzuki	839	657
Toyota	9,337	5,399
VAG	43,701	32,581
Volvo	2,946	2,380
Others	32	107
Total	194,197	155,859

DENMARK

Cars

	9 mos., 1983	9 mos., 1982
AMC	2	14
Alfa Romeo	268	149
BL	79	449
BMW	1,808	1,527
Dacia	218	.....
Daihatsu	2,242	851
Fiat Auto	4,919	3,515
Ford	12,989	11,211
FSO	507	254
General Motors	12,705	10,419
Honda	967	605
Lada	3,961	4,367
Mazda	9,806	6,814
Mercedes-Benz	612	774
Mitsubishi	807	859
Nissan	5,969	3,160
Peugeot SA	6,486	4,837
Citroen	3,714	2,313
Peugeot/Talbot	2,772	2,524
Renault	551	631
Saab	1,638	1,465
Skoda	6,005	6,267
Subaru	210	195
Toyota	8,883	4,841
Trabant	117	1
VAG	4,222	4,196
Volvo	3,119	2,497
Wartburg	828	231
Zastava	14	.....
Total	89,932	70,631

SWITZERLAND

Cars

	8 mos., 1983	8 mos., 1982
AMC	191	239
Alfa Romeo	5,600	6,085
Bertone	176	155
BL	1,659	1,888
BMW	8,391	10,471
Daihatsu	923	786
Ferrari	157	187
Fiat Auto	16,842	18,690
Ford	18,764	16,543
General Motors	25,859	29,224
Honda	5,234	6,401
Isuzu	386	.....
Lada	217	585
Mazda	9,423	10,124
Mercedes-Benz	3,784	4,674
Mitsubishi	6,675	5,271
Nissan	11,029	10,651
Peugeot SA	17,740	18,142
Citroen	7,651	7,781
Peugeot/Talbot	10,089	10,361
Pininfarina	203	125
Porsche	1,088	1,216
Puch	80	118
Renault	10,845	15,298
Rolls-Royce	76	59
Saab	935	927
Skoda	190	139
Subaru	4,736	4,895
Suzuki	2,751	3,509
Toyota	13,336	13,202
VAG	28,781	28,972
Volvo	4,681	4,456
Others	168	170
Total	200,920	213,206

JAPAN

Cars

	8 mos., 1983	8 mos., 1982
Daihatsu	73,515	49,265
Fuji	49,891	48,697
Honda	153,099	149,551
Isuzu	40,671	37,887
Mitsubishi	116,155	157,882
Nissan	547,976	540,499
Suzuki	60,248	47,939
Toyo Kogyo	168,233	159,083
Toyota	808,841	761,677
Imports (all)	23,622	23,263
Total	2,042,251	1,975,629

Vans, trucks, buses

Daihatsu	174,277	167,215
Fuji	129,944	118,679
Hino	23,728	24,709
Honda	109,214	93,551
Isuzu	75,989	81,229
Mitsubishi	198,132	180,385
Nissan	182,755	194,862
Nissan Diesel	12,403	12,068
Suzuki	244,450	240,843
Toyo Kogyo	98,829	96,683
Toyota	239,681	238,637
Imports	.....	1
Total	1,489,402	1,448,862
Total vehicles	3,531,653	3,424,491

Will be forced to merge as GM pulls out all stops

Ford won't survive, analyst says

By Anne Hope
Special Correspondent

LONDON. — "Europe is the battleground where General Motors has taken on Ford," according to Dr. Jim Maxmin, auto industry analyst, who recently switched from being managing director of Volvo Concessionaires in the UK to become managing director of Thorn EMI Television Rentals.

"Ford will obviously be a casualty," he went on. "Not killed, but a casualty.

"If GM knocks out Ford it will inflict substantial damage on the Ford group as a whole."

Maxmin predicted that GM would "sacrifice profit, dealers, practically anything" to hike its market share in the UK by 20 to 25 percent and, if GM's share increases dramatically, Ford would drop from 30 percent to the low 20s.

But Ford wouldn't be the only auto producer to suffer. He said BL would go down from about 18 percent to 12 to 15 percent. The Japanese would continue with 10 to 11 percent. VW-Audi, Peugeot-Citroen-Talbot, Renault and Volvo would each stabilize at 4 to 6 percent. "The rest will be also-rans," he said.

Other Maxmin quotes: "Only the strongest financially can afford to keep dealers going.

"Renault is in deep decline. Recovery may be impossible.

"There isn't a European company which could survive without Japanese technology.

"Ford thinks it can make small cars in Brazil of Japanese quality and at Japanese cost. Ford doesn't accept the decline of the big car. GM does.

"Toyota's invasion of Africa has almost crippled Peugeot.

"If you export into the States today you can make money. VW-Audi makes money on imports but not on Volkswagens made there.

"If the dollar collapses, Jaguar and Rolls-Royce will be in big trouble."

Maxmin, speaking at a function organized by Jean Denton, managing director of the Herondrive vehicle leasing company, wasn't simply thought-provoking when he suggested more joint ventures and more coming together, with far fewer independents.

He added: "GM will be the one survivor in America. Ford will hop into bed with someone and I reckon it will be Toyo Kogyo." Ford already has a 25 percent stock holding in Toyo Kogyo.

"I can't see Chrysler surviving long term."

Turning to the Japanese, he said that he does not expect Suzuki or Isuzu to survive.

Then he spoke about the West Germans: "I think BMW will hit a cash crisis — a big one." But Daimler-Benz "appears to be secure, thanks to its truck operations." The Volkswagen Group is "marginal," he said. "Its fate may be decided in the States or Brazil."

He was equally frank about the French and the Italians: "I can't see PSA surviving while Renault is in the employment business." He thought PSA and Renault would come closer together — and Fiat would probably link with the French.

"I can't see Fiat and Lancia surviving as an independent entity," he added.

Maxmin forecast that Alfa Romeo would move closer to Nissan.

Turning to the UK and BL in particular, he said: "Cash problems will continue. I don't believe BL will have the cash necessary for survival."

Japan invested heavily in technology, double what the U.S. invested, Maxmin said. European manufacturers have also invested to try to catch up with the Americans and the Japanese. But the Europeans are finding that they are unable to recoup their investment, he said.

Maxmin said he thought that the Europeans would come together and formulate a policy for Europe, as had happened with the steel and shipbuilding industries, and there would also be a planned reduction in capacity. At present auto makers in Europe have the capacity, he said, to produce two million more cars than the market required.

"Spain is a growing market," he declared, and referred to GM's success with the Nova (known as the Corsa in the UK) which from nothing is taking 11 percent — "to cripple SEAT"— in Spain.

Maxmin said that the thought survivors would be those producing 500 cars a year or 500,000, but not inbetween.

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IMPORT SALES BY NAMEPLATE

SEPTEMBER, 1983 VERSUS SEPTEMBER, 1982

	September, 1983	September, 1982	9 Months, 1983	9 Months, 1982
Alfa Romeo	222	218	2,466	1,561
Audi	3,241	4,433	34,620	34,651
4000	1,069	1,464	9,125	10,326
4000d	36	332	913	2,328
5000/S	1,670	1,508	14,795	12,481
5000D/TD	51	338	5,145	3,144
5000 Turbo gas	124	308	1,805	3,185
Coupe	285	453	2,598	3,026
Quattro	6	30	235	161
Tourist	.....	.....	4	.....
BMW	5,408	4,606	43,141	38,032
318/320	3,379	3,535	24,931	26,630
528/533	1,411	755	12,205	7,676
633	178	56	1,896	1,089
733	440	260	4,109	2,637
Chrysler/Mitsubishi	8,199	13,076	76,817	85,005
Colt	6,645	10,170	54,478	63,320
Sapporo	723	1,644	9,990	10,040
Challenger	831	1,262	12,277	11,645
Vista	71	.....	72	.....
DeLorean	.....	271	355	2,465
Fiat	.....	649	4,489	12,566
Strada	.....	158	.....	4,158
Brava	.....	60	.....	2,311
X-1/9	.....	90	.....	2,105
Spider	.....	341	.....	3,992
Honda	27,247	29,105	265,522	279,511
Civic	12,435	11,051	107,743	101,043
Accord	9,933	14,944	130,382	148,687
Prelude	4,879	3,110	27,447	29,781
Isuzu	2,053	1,599	15,759	10,774
I-Mark	682	1,599	10,039	10,774
Impulse	1,371	.....	5,720	.....
Jaguar	1,276	797	11,242	6,880
Lancia	.....	101	513	761
Mazda	14,585	14,232	133,110	121,968
GLC	4,696	4,483	41,034	40,255
626	5,407	6,212	51,141	44,324
RX-7	4,482	3,537	40,935	37,389
Mercedes-Benz	5,342	5,277	53,471	47,579
240D	466	764	9,502	10,511
300D	1,677	1,748	14,270	11,490
300CD	179	136	1,500	1,304
300TD	202	192	2,034	2,173
300SD	1,663	1,402	14,146	12,122
280E	.....	.....	.....	25
280CE	.....	.....	.....	1
380SEL	386	238	3,809	2,536
380SL	632	683	6,841	6,079
380SEC	137	112	1,367	1,315
Mitsubishi	2,894	.....	23,199	.....
Starion	427	.....	4,480	.....
Cordia	1,127	.....	8,951	.....
Tredia	1,340	.....	9,768	.....
Nissan	39,951	41,090	411,202	355,351
Sentra/210	15,665	15,666	165,483	144,535
310	.....	4,474	1,916	38,501
Pulsar	4,214	5	46,980	5
Stanza	4,696	5,979	51,514	44,636
Maxima	6,812	4,898	55,835	38,311
200SX	3,118	4,616	28,528	39,775
200ZX	5,039	5,193	56,948	45,633
Hawaii	407	259	3,998	3,562
Other	.....	.....	.....	393
Peugeot	1,238	1,110	11,103	10,850
Porsche	1,279	784	16,518	9,739
924	.....	17	.....	1,667
924 Turbo	.....	14	.....	627
944	804	398	10,198	2,567
911SC/Cabriolet	319	244	4,335	3,318
928	156	111	1,985	1,560
Renault	2,810	2,689	26,413	28,996
Le Car	183	1,706	10,731	14,354
18i	991	166	4,940	7,029
Fuego	1,636	817	10,742	7,613
Saab	1,531	1,358	19,751	13,692
900	266	333	5,206	3,361
900S	236	283	4,953	3,064
Turbo	834	709	9,145	7,037
Tourist	195	33	447	230
Subaru	13,344	13,393	120,867	111,459
Toyota	24,882	37,718	407,511	400,775
Starlet	164	2,172	5,749	15,309
Corolla	4,433	12,618	102,492	134,858
Tercel	6,570	9,632	114,506	99,440
Celica	6,847	6,780	92,924	89,474
Supra	884	2,944	19,640	25,414
Camry	3,051	.....	35,019	.....
Corona	.....	10	12	3,086
Cressida	2,165	3,056	29,455	27,400
Land Cruiser	341	213	3,591	2,296
Hawaii	401	293	4,097	3,577
Van Wagon	26	.....	26	.....
Other	.....	.....	.....	1
Volkswagen	4,655	6,043	55,824	50,342
Rabbit Convertible	473	719	7,588	6,804
Jetta	1,016	1,917	14,409	15,556
Vanagon	681	1,004	10,585	9,816
Quantum	1,245	1,031	12,795	8,861
Dasher	.....	27	.....	619
Scirocco	1,240	1,345	10,447	9,492
Volvo	5,935	4,050	69,721	59,972
DL	2,793	1,947	34,723	33,370
GL	884	678	12,099	9,166
GLT	.....	.....	.....	197
GLT Turbo	1,193	722	10,671	8,187
GLE	1	238	210	2,201
DL Diesel	.....	28	.....	486
GL Diesel	329	408	3,850	5,601
Coupe	.....	2	12	76
760 (gas)	496	.....	5,437	.....
760 TurboDiesel	180	.....	1,695	.....
Tourist	59	27	1,024	688
TOTAL	166,163	182,599	1,803,613	1,682,929

Stephenson signs with Chevrolet

Nelda P. Stephenson has signed with Chevrolet to open Nelda Stephenson Chevrolet, Inc., in Florence, Ala. She became the dealer-operator of Bobby Mitchell Chevrolet, Inc., in 1981, but the dealership has been reorganized and the name has been changed. At the signing are Terry A. Williamson, left, zone manager, and Hillard Matthews, financial participant.

factories list auction dates

American Motors

Dec. 6—Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Dec. 7—Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O., and Kansas City Auto Auction, Kansas City, Mo.

Dec. 8—Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Dec. 14—Central States Auto Auction, Mason City, Ia.; Southern Auto Auction, Warehouse Point, Conn., and Columbus Fair Auto Auction, Obetz, O.

Dec. 15 — Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Dec. 16—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

Dec. 20—Aptco Auto Auction Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Dec. 21—Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O., and Kansas City Auto Auction, Kansas City, Mo.

Dec. 22 — Minneapolis Northstar Auto Auction, Shakopee, Minn.

Dec. 28—Central States Auto Auction, Mason City, Ia., and Southern Auto Auction, Warehouse Point, Conn.

Dec. 29—Aptco Auto Auction, Taylor, Mich., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Chrysler Corp.

Dec. 6—Hatfield Auto Auction, Hatfield, Pa.; Southwest Auto Auction, Phoenix, Ariz.; Aptco Auto Auction, Taylor, Mich.; Florida Auto Auction of Orlando, Ocoee, Fla., and Baltimore Washington Auto Exchange, Baltimore, Md.

Dec. 7—Butler Auto Auction, Gibsonia, Pa.; Columbus Fair Auto Auction, Obetz, O.; Minneapolis Auto Auction, Plymouth, Minn.; Concord Auto Auction, Acton, Mass., and Harrisonburg Auto Auction, Harrisonburg, Va.

Dec. 8—166 Auto Auction, Springfield, Mo.; Northway Exchange, Clifton Park, N. Y., and Clanton's Auto Auction, Darlington, S.C.

Ford Motor Co.

Nov. 30—Concord Auto Auction, Acton, Mass., and Southwest Auto Auction, Phoenix, Ariz.

Dec. 1—Nashville Auto Auction, Nashville, Tenn.

Dec. 6—Arena Auto Auction, Chicago, Ill., and Harrisonburg Auto Auction, Harrisonburg, Va.

Dec. 7—Columbus Fair Auto Auction, Obetz, O., and Brasher's Southern California Auto Auction, Fontana, Calif.

Dec. 9—Denver Auto Auction, Englewood, Colo.

Dec. 13—Dallas Auto Auction, Dallas, Tex.

Dec. 14—Clanton's Auto Auction, Darlington, S. C., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Dec. 15 — 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N. J.

Dec. 20—Aptco Auto Auction, Taylor, Mich.

Dec. 21—Golden Gate Auto Auction, Fremont, Calif.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Northway Exchange, Clifton Park, N. Y.

McDavid purchases Datsun-Subaru deal

PASADENA, Tex. — David McDavid has purchased Pasadena Datsun-Subaru and changed the name to McDavid Datsun-Subaru.

McDavid also owns McDavid Pontiac and McDavid Honda in Dallas and McDavid Oldsmobile-Honda in Houston.

Avis boss looks at future of business

Computerized rental network seen

By Francis J. Gawronski

A futuristic look at the car-rental industry was presented by Joseph V. Vittoria, president, Avis, Inc., Garden City, N.Y., at the recent travel industry conference of the American Automobile Assn. in Hong Kong.

Noting that Avis has had on-line, real-time computer capability for a number of years, and that other major rental firms were expected to add such capabilities, Vittoria forecast worldwide communication links by the rent-a-car industry.

"Think of it," Vittoria said. "Once you've made a reservation, you'll be able to walk up to a stand-alone machine, insert a credit card, answer a couple of simple questions, and your rental agreement will be issued by the machine. You then show us your driver's license, proceed directly to your car, and drive away."

Vittoria said the industry's first such self-service rental machines will be tested by Avis sometime this month in the New York metropolitan area, through an adaption of the Rapid Return automated check-in units which already are used by more than 20 percent of the renters in peak traffic hours at locations where Avis now has them in place.

• Vittoria said the upcoming self-service units will not be limited to rent-a-car locations, but could easily be placed in high-traffic areas such as shopping centers, hotel lobbies, remote airline terminals, or office complexes.

"Now you're probably saying to yourself, 'OK, now you're trying to do away with our commissions,'" Vittoria told the AAA meeting.

"No way, he said. "If a reservation was made through a travel agent, and the customer picks up his rental agreement at a self-service unit, you'll get your commission."

In a discussion of other high-tech services that will be introduced by the car rental industry, Vittoria singled out terminal units for travel agencies which not only offer instant reservations and identification of the best rate available for the individual transaction, but also provide a variety of regular management reports, such as travel patterns, frequency of rental, and the systematized tracking of commissions on monthly, weekly or daily basis.

"The car rental industry will be bringing fully integrated rental capability right into your office," he said. "In fact, it won't be long until you'll be able to deliver a car rental agreement directly to your clients, along with the airline ticket and hotel confirmation."

Vittoria emphasized that on-line, real-time computer capability was necessary before such innovations are available industrywide, and he noted that the 11-year-old Avis on-line computer system was still "the only one of its breed in our entire industry."

"But we won't be alone for long," he said. "After all, rent-a-car industry revenues are up 10 to 12 percent to date in 1983 —and Avis is up about 20 percent.

"Business and leisure travel are rebounding, in the U.S. and throughout the world," he said. "The car-rental industry is poised for the greatest decade of growth in its history."

"You'll be seeing a technological revolution in our industry over the next few decades," he said, "and the travel agencies and the traveling public will be the primary beneficiaries."

• Elsewhere, Robert J. McKenna, formerly president of Holland America Line (U.S.A.), Inc., Stamford, Conn., has been appointed vice-president and general manager of Avis Rent A Car System, Inc.

Prior to joining Holland America, McKenna spent 22 years in the rent-a-car industry. He joined Hertz Corp. in 1960, and after serving in a variety of positions in the car rental operations, was named executive vice-president of the Hertz Truck Division.

AmiCar Rentals, Inc., Madison, N.J., has been established by Dan Brettler, a Budget Rent A Car licensee for more than 11 years, and Randy Bullock, who was with National Rental Car Systems, Inc., more than 10 years.

Targeted for the automobile dealer market, both new and used, AmiCar is currently setting up licensees and providing on-site training. AmiCar trains all licensees and their employees "in the methods and procedures that have had proven success in the car-rental industry," Brettler said.

"The combination of the AmiCar system and the automobile dealer's resources fills a void in the local car-rental market for an inexpensive car rented from a professionally operated," Brettler said.

• United States Fleet Leasing, Inc., San Mateo, Calif., has acquired a fleet of 25,000 net finance leased vehicles from Hertz Corp. The transaction involved acquisition of approximately $29 million of assets, with financing arranged through New York banks.

Ira Brind, president, Brind Leasing Corp., has announced the acquisition of Riteway Rentals, Inc., New Brunswick, N.J. Riteway, which currently operates over 3,000 vehicles with 10 locations in greater New York, will become a wholly owned subsidiary of Brind.

The combined revenues of Brind and Riteway will exceed $40 million annually. Brind is a subsidiary of McDonnel Douglas Financial Corp.

GMAC names Trice

BALTIMORE. — James E. Trice has been promoted to manager of the General Motors Acceptance Corp. control branch here. He succeeds Fred B. Winckler Jr. who has been transferred to San Francisco.

Used Car Sales
Auction Averages

December to date	$3,795
Month ago	$5,161
Year ago	$4,569

Model breakdown
Auction Averages

	DECEMBER TO DATE	NOVEMBER	OCTOBER
1983	$11,011	$ 3,086	$10,112
1982	6,335	7,035	7,653
1981	5,250	5,739	6,114
1980	4,475	4,813	5,185
1979	3,954	4,095	4,386
1978	2,856	3,187	3,316
1977	1,852	2,475	2,365
1976	1,245	1,791	1,868
Overall Average	$ 3,795	$ 5,059	$ 5,241

Annual costs to operate '83 wagons vary widely

ROCHESTER, Wis. — The average annual costs to own and operate a 1983 station wagon varies by as much as $2,425, according to a report by Runzheimer & Co., Inc.

Ten '83 station wagons were selected for the study, and costs were based on the cars being driven 20,000 miles a year for three years.

Operating costs for the 11 vehicles ranged from the 8-cylinder Ford LTD Crown Victoria Country Squire at $5,934 per year to the 4-cylinder Honda Civic station wagon at $3,509.

Of the six 4-cylinder wagons studied, the most costly to operate is the Volvo DL, with an annual cost of $5,117.

The Datsun Maxima is more expensive to operate than the Dodge Aries and Chevrolet Malibu Classic wagons. SAE standards classify the Maxima as a small wagon, while the other two wagons are termed intermediate.

The wagons were similarly equipped, and all had automatic transmission, power steering, power disk brakes, air conditioning, tinted glass, AM radio and body side moldings.

ANNUAL COSTS TO OPERATE '83 WAGONS

Make/Model	Cyl./Liters	Average Annual Costs Operating	Ownership	Total
Honda Civic	4/1.5	$1,100	$2,409	$3,509
Toyota Corolla	4/1.6	1,100	2,513	3,613
Chevrolet Cavalier	4/2.0	1,310	2,563	3,873
Ford Escort L	4/1.6	1,260	2,018	3,878
Nissan Maxima	6/2.4	1,440	3,534	4,974
Dodge Aries	4/2.2	1,350	2,984	4,334
Chevrolet Malibu Classic	6/3.8	1,640	3,197	4,837
Volvo DL	4/2.3	1,430	3,687	5,117
Oldsmobile Custom Cruiser	8/5.0	1,890	3,888	5,778
Ford LTD Crown Victoria Country Squire	8/5.0	2,040	3,894	5,934

Basis: All costs based on three years/60,000 miles of ownership. Operating expenses include gasoline at $1.35 per gallon, oil, maintenance and tires. Ownership expenses include licensing, depreciation, financing, taxes and insurance.

Source: Runzheimer & Co.

classified want ads

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WANTED
CITATIONS, CAVALIERS, and MONTE CARLO SUPER SPORTS
Call: Jim Richardson
BAY CHEVROLET
804-855-2261

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DODGE, CHEVY, FORD AND GMC
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Ordered To Our Specs.
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WILL TRAVEL ANYWHERE
TOP PRICES PAID
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We Help You With Bids
We're #1 In the Industry

WANTED MERCEDES-BENZ: 450 SL, 450 SEL, 450 SLC. We'll pick up anywhere, cash waiting. Call 313-548-8911.

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928's
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'84 5000's
Cost plus $1,500
'84 4000's
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Also,
'73—'84 MERCEDES SL's
IMMEDIATE PICKUP
Call: RICK GIBBS
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HAYWOOD-CLARK PORSCHE/AUDI
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ALL MODELS
Top Prices Paid
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HONDAS NEEDED
All Models
TOP PRICES PAID
With or without RDR Cards
Call: Mike Erwin
COLONIAL IMPORTS HONDA
804-733-0700

Earnhardt deals earn funds for 'Jerry's kids'

TEMPE, Ariz. — A promotion to earn donations for the Jerry Lewis telethon for muscular dystrophy brought scores of customers and interested participants to Earnhardt Ford here and Earnhardt Dodge in Scottsdale, Ariz.

The dealerships contributed $100 for each car sold during the telethon and $15,000 was raised by the Earnhardt dealerships for the national telethon.

During the telethon, the dealership kept their doors open later than usual and dealer Tex Earnhardt appeared for several hours on the local TV outlet for the telethon.

A large thermometer recording the progress of the car sales in the Tempe dealership buoyed customers' enthusiasm.

NRG Dynamics develops reusable aerosol can

IRVINGTON, N. J.—NRG Dynamics has developed a refillable, rechargeable and reusable aerosol can designed for common liquids used in service shops.

Called Air-O-Sol, the can works with any liquid (including paint), normally applied as an aerosol, according to NRG. The can is charged by an air compressor with an air adapter hose supplied at no charge.

Classified Want Ads

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TOYOTAS
WANTED
Highest Prices over Invoice
Call DWIGHT ROELAND or BRUCE FRIEMAN
DELRAY TOYOTA
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TOYOTAS
WANTED
List Price Paid
CARS & 4x4 TRUCKS
Call DENIS DAGGER
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DATSUNS
WANTED
ALL MODELS
with or without RDR cards
Call Brian Pearson
516-825-8700

IMPORT SALES BY NAMEPLATE

OCTOBER, 1983 VERSUS OCTOBER, 1982

	October, 1983	October, 1982	10 Mos., 1983	10 Mos., 1982
Alfa Romeo	185	208	3,651	1,752
Audi	3,017	3,435	37,637	38,086
4000	700	892	9,825	11,218
4000d	19	189	932	2,517
5000/S	1,983	1,312	16,778	13,793
5000D/TD	29	360	5,174	3,504
5000 Turbo gas	83	284	1,888	3,469
Coupe	201	372	2,799	3,398
Quattro	2	26	237	187
BMW	4,562	3,781	47,703	41,813
320	2,825	2,794	.....	29,424
528	1,143	669	.....	8,345
633	167	83	2,063	1,172
733	427	235	4,536	2,872
Chrysler/Mitsubishi	9,615	4,680	86,434	89,685
Colt	6,817	3,168	61,295	66,488
Conquest/Sapporo/Chal.	1,448	1,512	23,715	23,197
Vista	1,350	.....	1,424	.....
DeLorean	.....	251	355	2,830
Fiat	.....	570	4,489	13,136
Strada	.....	114	.....	4,272
Brava	.....	47	.....	2,358
X-1/9	.....	93	.....	2,198
Spider	.....	316	.....	4,308
Honda	32,285	28,650	297,807	308,161
Civic	7,081	10,108	114,824	111,151
Civic CRX	3,480	.....	3,480	.....
Accord	16,298	14,630	146,630	163,317
Prelude	5,426	3,912	32,873	33,693
Isuzu	1,505	1,631	17,263	12,405
I-Mark	491	1,631	10,889	.....
Impulse	1,014	.....	6,374	.....
Jaguar	1,128	866	12,370	7,746
XJ6	914	.....	.....	.....
XJS	214	.....	.....	.....
Lancia	.....	214	513	975
Mazda	14,578	13,673	147,688	135,641
GLC	3,858	4,777	44,892	44,741
626	6,147	4,944	57,288	49,153
RX-7	4,573	3,952	45,508	41,259
Mercedes-Benz	5,678	5,541	53,149	53,120
190D	71	.....	.....	.....
190E	634	.....	634	.....
240D	149	751	9,651	11,262
300D	1,596	1,838	15,866	13,323
300CD	163	119	1,663	1,423
300TD	228	197	2,262	2,370
300SD	1,420	1,526	15,566	13,648
280E/CE	.....	.....	.....	26
380SE	99	.....	99	.....
380SEL	303	264	4,112	2,800
380SL/SLC	838	712	7,679	6,791
380SEC	177	136	1,544	1,451
Mitsubishi	3,186	1,175	26,365	1,175
Starion	473	361	4,953	361
Cordia	1,244	433	10,195	433
Tredia	1,469	381	11,237	381
Nissan	35,112	33,754	446,314	389,105
210	.....	312	361	60,915
Sentra	14,204	13,748	179,335	97,680
310	3	2,488	1,925	40,989
Pulsar	4,639	175	51,619	180
Stanza	3,723	5,026	55,237	49,662
Maxima	6,866	4,497	62,701	42,808
200SX	1,944	3,239	30,472	43,014
280ZX	3,262	3,945	60,230	49,578
Hawaii	451	324	4,434	3,886
Peugeot	1,142	1,191	12,132	12,041
Porsche	1,566	1,237	18,084	10,976
924	.....	6	.....	1,673
924 Turbo	.....	5	.....	632
944	1,063	795	11,261	3,362
911SC	298	331	4,633	3,649
928	205	100	2,190	1,660
Renault	2,313	3,116	28,726	32,112
Le Car	128	2,189	10,859	16,543
18i	615	204	5,555	7,233
Fuego	1,570	723	12,312	8,336
Saab	1,999	1,444	21,750	15,136
900	572	333	5,778	3,693
900S	438	263	5,391	3,327
Turbo	875	824	10,020	7,861
Tourist	114	24	561	255
Subaru	12,045	13,770	132,912	125,229
Toyota	53,789	40,532	461,300	441,307
Starlet	328	1,540	6,077	16,849
Corolla	14,264	14,501	116,756	149,359
Tercel	13,541	9,233	128,047	108,673
Celica	10,306	8,474	103,230	97,948
Supra	2,519	3,063	22,159	28,477
Camry	6,025	.....	41,044	.....
Corona	.....	11	12	3,097
Cressida	3,900	3,083	33,355	30,483
Land Cruiser	354	280	3,945	2,496
Hawaii	534	347	4,631	3,924
Van Wagon	2,018	.....	2,044	.....
Volkswagen	5,671	4,370	61,495	54,712
Rabbit Convertible	569	594	8,157	7,397
Jetta	1,510	1,174	15,919	.....
Vanagon	1,228	831	11,813	10,546
Quantum	1,187	832	13,982	8,870
Dasher	.....	16	.....	635
Scirocco	1,177	939	11,624	10,431
Volvo	6,748	4,290	76,469	64,262
DL	3,574	2,119	38,297	35,489
GL	1,485	778	13,584	9,944
GLT/Turbo	885	665	11,556	9,049
GLE	1	190	211	2,391
DL Diesel	.....	30	.....	516
GL Diesel	246	457	4,096	6,058
Coupe	.....	2	12	78
760 (gas)	338	.....	5,775	.....
760 TurboDiesel	162	.....	1,857	.....
Tourist	57	49	1,081	737
TOTAL	196,124	168,379	2,000,626	1,851,404

Makers produce 181,714 units with heavy overtime

U. S. car output highest in 4 years

By Marjorie Sorge

U. S. auto production last week was the highest in almost four years as the makers built 181,714 units.

The week ending Dec. 15, 1979 the domestic producers built 187,259 cars.

The November forecast of 657,283 is the highest November in five years. In November 1978, the makers built 862,127 cars. Last year the makers built 404,542 cars, off 62.48 percent from this year's output.

Heavy overtime, particularly at General Motors contributed to the jump in auto production last week when output was up 93.94 percent from the previous week's 93,695 and up 74.65 percent from last year's 104,044. The previous week's output is low because of the two-day Thanksgiving holiday.

So far this year the auto makers have produced 6,293,071 units, up 31.88 percent from last year's 4,771,877.

GM scheduled Saturday overtime at 10 plants last week including Arlington, Bowling Green, Detroit, Fairfax, Flint, Janesville, Lordstown, Norwood, Oklahoma City and Van Nuys.

GM began production last week of its new front-drive C bodies at its Lake Orion (Mich.) plant.

Ford scheduled overtime Saturday at its Chicago assembly plant.

Chrysler worked overtime last week at four plants. Newark, St. Louis No. 1 and Belvidere worked nine hours on both shifts daily while Jefferson worked 8½ hours on both shifts and St. Louis No. 2 worked 10 hours on one shift.

Volkswagen of America was down Nov. 28 for Deer Day, a negotiated vacation day on the first day of hunting season.

Breakdown by company for the week was: GM, 59.41 percent; Ford, 20.46 percent; Chrysler, 14.80 percent; American Motors, 3.16 percent; Volkswagen, 1.14 percent, and Honda, 1.03 percent.

Nissan Australia builds sedan version of Pulsar

SYDNEY, Australia. — Nissan Australia is chasing the Meteor market with a sedan version of the locally built Pulsar.

Meteor has been a very successful variation of Ford's front-drive Laser which in turn is based on the Mazda 323.

Adding a trunk to the Pulsar hatchback body shape increases the price by $200 but the new Pulsar still costs $69 to $710 less than the equivalent Ford model.

Company engineers claim that the trunk style increases the body's torsional strength and gives better sound insulation. They expect to sell an extra 700 Pulsars a month by offering a choice of body styles.

A revised suspension and exhaust system introduced with the sedan is also fitted to the hatchback as a running change.

Apart from the body shape, the front-drive Pulsar sedan is identical to the hatchback and comes in two models, GX and GL.

Both have 5-speed manual transmissions as standard and an unusual lock-up automatic as an option.

A lengthy test drive on International Harvester's test track near Anglesea, Victoria, shows that the Pulsar sedan is roomy, quiet, stable and lively, with a reasonable ride on rough surfaces and strong braking.

The GX model has a high level of equipment, including a stereo sound system, cloth trim, tinted laminated windshield, tachometer and remote releases for the trunk lid and fuel filler door.

Pulsar sedan prices start around $8,470.

Nissan Australia offers Pulsar sedan

Nissan Australia has added a trunk to the Pulsar hatchback body shape and boosted the price by $200. Company engineers said that the trunk style increases the body's torsional strength and gives better sound insulation. Nissan expects to sell an extra 700 Pulsars a month.

TRUCK PRODUCTION IN U. S.†

	Week Ended Dec. 3, 1983	Week Ended Dec. 4, 1982	Week Ended Nov. 26, 1983	Nov. Est.	Jan. 1 to Dec. 4, 1982	Jan. 1 to Dec. 3, 1983
CHEVROLET	7,472	13,592	5,443	62,769	615,396	754,751
DODGE	3,700	207	2,304	15,568	115,233	134,870
FORD	21,790	14,017	12,476	86,544	650,722	862,179
GMC	6,353	4,127	3,891	25,299	212,328	244,976
INTERNATIONAL	1,221	1,023	738	4,898	43,590	47,721
VOLKSWAGEN	.....	.....	.....	.....	8,103	2,079
JEEP	3,700	2,254	2,047	14,037	81,568	98,187
NISSAN	1,500	.....	966	5,821	.....	15,166
AM GENERAL	50*	50*	30*	200*	2,280*	2,310*
MISCELLANEOUS	1000*	1,000*	600	4,000*	5,200*	46,200*
Total Trucks, U.S.	46,786	36,350	28,495	219,136	1,781,220	2,208,439

CANADIAN TRUCK PRODUCTION

	Week Ended Dec. 3, 1983	Week Ended Dec. 4, 1982	Week Ended Nov. 26, 1983	Nov. Est.	Jan. 1 to Dec. 4, 1982	Jan. 1 to Dec. 3, 1983
CHRYSLER CORP.	4,879	.....	5,029	16,325	92,404	125,856
FORD MOTOR	3,360	2,017	3,392	15,503	127,268	132,738
GENERAL MOTORS	6,248	4,844	6,202	27,294	223,491	245,265
INTERNATIONAL	135	278	135	589	10,515	5,307
Total Trucks, Canada	14,622	7,139	14,758	59,701	453,678	509,166
N. American Trucks	61,408	43,489	43,253	278,837	2,234,898	2,717,605

†—How includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Truck production in November is best since 1978

Truck production for November is estimated at 219,136 units, making it the best November in five years. In November, 1978, truck makers built 339,721 units. Last year 126,935 trucks were built in November, 72.63 percent below this year's output.

Bolstered by overtime at six plants, last week's truck production was 46,786, up 64.19 percent from the previous week's 28,495 and up 28.70 percent from last year's 36,350. The previous week's output was off because of the Thanksgiving holidays.

So far this year the truck manufacturers have built 2,208,439 units, up 23.98 percent from last year's 1,781,220.

Saturday overtime was scheduled at six plants last week including General Motors Janesville, Lordstown, Pontiac and St. Louis and Ford Lorain and Wayne.

Car production up threefold for week in Canada

Last week's Canadian car production was targeted at 22,905, up 7.75 percent from the previous week's 21,259 and almost three times more than the 7,752 build in the year-ago period.

So far this year, the manufacturers have completed 898,795 cars, leading the year-ago output of 779,783 by 15.27 percent.

Truck production last week was estimated at 14,622, a slight fall from the 14,758 units assembled in the prior week. Last week's total was, however, more than double the 7,139 trucks built in the year-ago period.

Year-to-date, there have been 509,166 trucks finished, up 12.24 percent from 453,678 completed at this time last year.

Chrysler Corp. estimated that 2,227 T-115 minivans were built at its Windsor facility. Of that total, 1,102 were Dodge Caravans; 1,065 were Plymouth Voyagers, and 60 were Mini Ram Vans.

U. S. CAR PRODUCTION

	Week Ended Dec. 3, 1983	Week Ended Dec. 4, 1982	Week Ended Nov. 26, 1983	Nov. Est.	Jan. 1 to Dec. 4, 1982	Jan. 1 to Dec. 3, 1983
AMERICAN MOTORS	5,750	3,890	2,999	22,144	96,926	183,576
AMC Total	.....	819	.....	.....	49,050	4,071
Concord	.....	.....	.....	.....	.....	4,068
Eagle	.....	819	.....	.....	49,050	3
Renault Total	5,750	3,071	2,999	22,144	47,876	179,505
Alliance	2,875	3,071	1,500	12,005	47,876	145,524
Encore	2,875	.....	1,499	10,139	.....	33,981
CHRYSLER CORP.	26,900	14,859	13,928	73,926	558,843	824,134
Plymouth Total	8,650	6,427	4,170	21,633	224,774	285,336
Horizon	3,800	2,455	1,815	7,395	71,598	107,609
Reliant	4,700	3,912	2,262	13,716	151,809	172,376
Caravelle	50	60	51	301	1,367	4,810
Gran Fury	100	.....	42	221	.....	541
Chrysler Total	7,000	2,185	3,843	23,804	107,157	210,112
LeBaron	2,500	1,381	1,192	6,032	91,361	79,379
Laser	900	.....	463	5,325	.....	18,089
Chrysler	1,600	804	1,049	5,650	15,856	98,663
Fifth Avenue	2,000	.....	1,139	6,797	.....	13,981
Dodge Total	11,250	6,247	5,915	28,489	226,912	328,686
Omni	3,100	1,698	1,814	7,469	66,742	116,599
Aries	4,400	3,068	2,243	12,023	120,458	132,016
Daytona	2,100	.....	1,244	4,991	.....	15,256
Dodge 400	.....	569	.....	.....	29,056	18,478
Dodge 600	1,600	912	595	3,834	10,656	45,581
Diplomat	50	.....	19	172	.....	756
FORD MOTOR	37,175	19,611	21,387	149,103	1,027,875	1,436,639
Ford Division	24,245	11,151	13,647	97,538	641,958	932,163
Escort	7,460	.....	4,072	31,591	247,400	264,773
Fairmont	.....	3,220	.....	.....	119,782	23,728
Mustang	3,443	3,348	2,141	13,690	117,893	112,961
LTD/Granada	4,575	4,386	2,376	17,666	121,128	165,920
Thunderbird	3,427	.....	2,021	13,972	29,326	175,809
Crown Victoria/Ford	1,984	197	933	85,894	216	86,687
EXP	539	.....	321	1,028	6,213	2,709
Tempo	2,817	.....	1,783	13,216	.....	99,635
L-M Division	12,930	8,460	7,740	51,565	385,917	504,476
Mercury Total	10,245	6,050	6,261	42,257	294,786	407,985
Lynx	1,301	.....	948	6,193	76,532	69,298
Capri	636	685	349	2,526	31,676	23,563
Zephyr	.....	755	.....	.....	37,733	8,601
Marquis/Cougar	2,253	1,855	1,262	7,874	54,613	70,941
Cougar/RX7	3,055	.....	1,700	12,704	10,580	119,134
Gr. Marquis/Marquis	1,641	2,755	1,222	8,482	81,934	87,186
LN7	.....	.....	.....	.....	1,718	290
Topaz	1,359	.....	780	4,478	.....	26,972
Lincoln Total	2,685	2,410	1,479	9,308	91,131	96,491
Continental	511	482	284	1,748	18,755	11,606
Lincoln	664	1,432	379	2,346	44,580	56,356
Mark VI/VII	1,510	496	816	5,214	29,996	28,529
GENERAL MOTORS	107,960	62,725	52,653	394,903	3,007,170	3,710,214
Buick Division	24,575	15,258	11,912	85,551	705,587	835,867
Skylark	3,425	3,417	2,118	13,563	131,054	103,988
Skyhawk J	3,111	1,185	1,533	10,363	61,562	71,750
Century	4,480	533	2,030	14,813	104,673	157,248
Regal	4,860	5,072	2,385	17,807	195,541	222,612
Buick	7,102	3,966	3,023	23,307	172,202	230,881
Riviera	1,597	1,085	823	5,698	40,555	49,388
Cadillac Division	7,451	6,872	3,780	27,902	229,209	287,138
Cimarron	615	563	338	2,214	8,879	19,356
Seville	723	549	395	2,937	21,236	32,399
Eldorado	1,377	1,220	761	5,623	53,237	68,029
Cadillac	4,736	4,540	2,286	17,128	145,857	167,354
Chevrolet Division	34,547	20,586	17,736	131,848	946,732	1,229,706
Chevette	4,291	5,069	2,658	17,468	189,987	191,586
Cavalier	8,356	1,963	4,060	31,015	87,160	285,318
Celebrity	6,370	1,280	3,155	23,661	62,544	161,827
Camaro	6,073	3,801	2,832	20,813	203,434	184,346
Citation	1,881	1,474	1,109	7,641	149,823	81,435
Malibu/El Camino	603	2,719	286	2,096	116,526	99,742
Monte Carlo	4,224	3,281	2,215	17,056	75,343	114,398
Chevrolet	1,879	999	963	9,074	39,401	85,164
Corvette	870	.....	458	3,024	22,514	25,890
Oldsmobile Division	28,390	16,222	13,937	101,684	726,916	957,017
Omega	1,635	1,722	977	6,902	71,454	53,339
Firenza	2,302	993	1,091	7,629	42,409	46,810
Cutlass	8,160	6,312	4,051	30,044	201,393	284,856
Cutlass/Ciera	5,329	.....	2,805	20,945	114,467	199,826
Oldsmobile	9,735	6,376	4,498	32,193	264,763	332,721
Olds 98 (fwd)	57	.....	.....	.....	.....	57
Toronado	1,172	819	515	3,971	32,430	39,408
Pontiac Division	12,997	3,787	5,288	47,918	398,726	400,486
Acadian†	.....	98	253	1,037	9,489	13,959
2000	3,552	102	1,285	13,080	36,720	105,691
1000	961	560	479	3,622	33,065	39,545
Firebird	3,387	1,379	1,021	11,517	119,796	95,130
Phoenix	506	.....	208	1,985	43,593	23,574
G. Prix/Bonneville	1,537	1,648	594	6,961	125,721	88,085
Parisienne	424	.....	123	2,237	.....	11,313
Fiero	2,630	.....	1,325	7,479	.....	23,189
6000	.....	.....	.....	.....	30,342	.....
HONDA	1,875	75*	1,134	7,133	360*	48,420
VOLKSWAGEN	2,054	2,884	1,549	10,074	78,540	90,088
CHECKER	.....	.....	.....	.....	2,163*	.....
Total Cars, U.S.	181,714	104,044	93,695	657,283	4,771,877	6,293,071

CANADIAN CAR PRODUCTION

	Week Ended Dec. 3, 1983	Week Ended Dec. 4, 1982	Week Ended Nov. 26, 1983	Nov. Est.	Jan. 1 to Dec. 4, 1982	Jan. 1 to Dec. 3, 1983
AMERICAN MOTORS	730	.....	730	3,175	28,252	27,375
CHRYSLER CORP.	.....	.....	.....	.....	144,488	104,365
FORD MOTOR	9,110	3,450	8,148	35,085	265,926	257,355
GENERAL MOTORS	12,840	4,077	12,156	56,343	331,885	499,938
VOLVO	225	225	225	900	9,232	9,762
Total Cars, Canada	22,905	7,752	21,259	95,503	779,783	898,795
N. American Cars	204,619	111,796	114,954	752,786	5,551,660	7,191,866
N. American Trucks	61,408	43,489	43,253	278,837	2,234,898	2,717,605
North American Cars and Trucks	266,027	155,285	158,207	1,031,623	7,786,558	9,909,471

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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But shortages persist

Car stock rises to 55 days

By Richard A. Wright
Assistant Managing Editor

The domestic makers managed to beef up their new-car inventory during November to a 55-day supply by Dec. 1, but shortages in the hot-selling lines persisted.

The inventory totaled 1,307,756 Dec. 1, a 55-day supply, compared with 1,224,092 a month earlier, a 48-day stock. A year earlier, the industry had 1,164,338 cars in stock Dec. 1, a 52-day supply.

Shortages were most numerous in General Motors lines, with Pontiac's Fiero shortest of all. Also lean were some of the standard and luxury nameplates.

GM, Ford Motor Co. and Chrysler Corp. increased their inventories during November, while American Motors and Volkswagen of America pruned stocks a bit.

• GM opened December with a 50-day supply, up from 42 days a month earlier. Shortages were the rule for Fiero, Olds 88 and 98, Buick LeSabre, Electra and Riviera, all Cadillacs except Cimarron and Chevrolet Corvette.

Ford Motor Co. had a 65-day stockpile Dec. 1, up from 58 days a month earlier. Ford was short of Lincolns.

Chrysler Corp. went into December with a 64-day supply, up from 54 days Nov. 1.

AMC trimmed its inventory from 76½ days Nov. 1 to a 68-day supply Dec. 1, while VWoA cut its stock to a 58-day supply Dec. 1 from 68 days. Honda had a 22-day supply of U.S.-built Accords, unchanged from a month earlier.

The Dec. 1 domestic new-car inventory was divided this way: GM, 54.37 percent; Ford Motor Co., 27.84 percent; Chrysler Corp., 12.12 percent; AMC, 3.88 percent; VWoA, 1.41 percent, and Honda, 0.38 percent.

A month earlier, the domestic new-car inventory was divided as follows: GM, 54.23 percent; Ford Motor Co., 27.24 percent; Chrysler Corp., 12.97 percent; AMC, 3.68 percent; VWoA, 1.52 percent, and Honda, 0.36 percent.

• By size class, each market segment increased its days-supply figures during November, except luxury, which was down sharply.

On Dec. 1, the industry had the following supplies by market class: Subcompact, 62½ days; compact, 63 days; intermediate, 57½ days; standard, 45 days, and luxury, 34 days.

A month earlier, the days-supplies by market class were: Subcompact, 59; compact, 55; intermediate, 47; standard, 36, and luxury, 47.

The Dec. 1 domestic inventory was divided this way among market segments: Subcompact,

Continued on Page 3, Col. 4

breaking news

GM to appeal N. Dakota X-car brake verdict

DETROIT. — General Motors plans to appeal a North Dakota jury's verdict that the brake system in a 1980 Chevrolet Citation was defective and dangerous and that GM was negligent in designing and selling the car that way. The case stemmed from an accident in which the wife of the Citation driver was rendered a paraplegic. It is the first major lawsuit GM has lost on X-car brakes. The Federal Government is suing GM in Washington, seeking recall of 1.1 million '80 X-cars and asking $4 million in damages. GM has denied the charges against X-car brakes.

Ford may offer more oomph in Mark VII

DEARBORN.—Ford Motor Co. is studying the possibility of making available a hotter engine for its luxury Continental Mark VII introduced in November. Ford's 165-HP, high-output 5.0-liter V-8 with electronic fuel injection is the engine under consideration. Standard in the Mark now is a 5.0-liter fuel-injected V-8 of 140 HP.

See BREAKING NEWS, Page 8, Col. 1

Micro-micro-mini

Yamaha midget bows in Japan

Yamaha has built a neat little experimental town or factory car. Called the PTX-1, it has a plastic body. The 50-cc engine may be too small to make this a practical vehicle for everyday use—even in Japan.

U.S. sales considered for Dutch-built Volvo

By Richard Feast
European Editor

HELMOND, Netherlands. — The U.S. market could be worth up to 30,000 units a year for the next-generation Dutch-built Volvo small car, according to Andre Deleye, president of Volvo Car BV here.

These are ambitious numbers for a company which does not sell in the U.S. at present and which this year will make a record 100,000 cars.

"It's logical that we should have that ambition because our Swedish colleagues are rather well established in that market," Deleye said. "They have a very good organization and dealers in the U.S."

"However, that's a very big step for a company like ours. There are stringent rules in the American market and product liability laws. They're not points that we'll have difficulty with, but it's a question of quite some involved costs to satisfy the technical and other requirements in the U.S."

Volvo car is owned 30 perby Volvo Car Corp. of Sweden and 70 percent by Dutch state interests. It has never sold cars in the U.S.—though when the company was originally created as DAF, a handful were exported to the U.S.

• Volvo Car's current model is the 300 series, sold throughout Europe alongside Swedish-made Volvos. It is a best seller in the UK, which accounts for around a third of output.

But it will not be the 300 series which will be exported. It will be the next-generation model which Volvo Car promises "for the second half of the 1980s."

Accurate details are scarce, but sources in the Netherlands suggest that it will appear as a front-drive car—the 300 has rear-drive—in 1986. Engines are expected to be those from the Renault 9/11 (Alliance/Encore), an already certified engine.

Volvo Car already buys engines from Renault, as well as its Swedish sister company.

Inevitably it will utilize the latest CVT transmission from Van Doorne's Transmissie, in which Volvo Car has a controlling interest.

A spokesman for Volvo of North America said there are "no plans at this point in time" to import the Dutch-built car. They have been tested in the U.S., he said, adding that import in the future is possible.

• When Deleye talks of U.S. sales of 25,000 to 30,000, he describes these as ambitious.

"That's very much related to

Continued on Page 8, Col. 5

Opponents clash at passive-restraint hearing

Change human nature or machines?

By Helen Kahn
and Geoff Sundstrom

WASHINGTON.—Seven days and nights of hearings on what the government should do with a passive-restraint standard were climaxed by the appearance of two witnesses who personified the polarity of views expressed.

On one side, Michigan Rep. John Dingell favored rescission of the standard. On the other, Joan Claybrook, former head of NHTSA, supported reinstatement of Standard 208 and quick implementation.

Most witnesses did not quarrel with the importance of getting people to wear belts they have paid for, but many said the passive-restraint standard was an approach that required changing machines — an easier task than changing human behavior and a quicker approach than waiting for 50 states to act.

In general, the auto makers were aligned against the insurance companies, and the public health groups against the engineers.

NHTSA—which has bent over to accommodate all "interested parties" and to make a new and expeditious record — heard not much that was new except for the Ford proposed fleet mandate and except for a mechanical sensor. The idea of a cheap and retrofitted air-bag system that might be useful as a supplement but perhaps not entirely suitable for all configurations was also brought up.

In other developments:

1. Allen Breed testified he has developed a mechanical sensor to make an air-bag module feasible for retrofit at greatly reduced cost.

2. Volvo said it has decided to offer a driver-only optional air bag on 1987 models. It will thus join Mercedes-Benz (1984) and BMW (1985).

3. General Motors said it plans to file details later this month on how to protect the unbelted driver with greater "forgiveness" from interior surfaces and such fixtures as the steering wheel.

4. Several insurance firms took the position that reinstatement of the standard with an effective date for 1986 models (rather than the possible 1987 date suggested by NHTSA) would be appropriate and legally necessary under the remand from successful insurance company litigants.

5. American Motors proposed an annual $40-million fund, half from government and half from industry, to educate consumers to buckle up.

6. The Insurance Institute for Highway Safety said a national survey showed more than half

Continued on Page 60, Col. 1

Service Index grows slowly

By Francis J. Gawronski
Service Editor

Service and parts business in the nation's new-car dealerships continued on the bright side in October, but the rate of growth dipped from that recorded in the previous two months.

According to the Automotive News Service Index, shop business in October amounted to 111.8 percent of that done in the corresponding month in 1982.

In August, service and parts volume amounted to 115.5 percent and in September it was 115.3 percent of the business recorded in the same months of 1982.

October also marked the eighth consecutive month in which shop volume has recorded an increase over the year-earlier month.

As in the previous five months, all indicators used in

Continued on Page 8, Col. 3

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Other importers accused

Prospective dealers coerced, Bricklin says

By John A. Russell
New York Reporter

NEW YORK.—Major importers in the U.S. were accused last week of trying to prevent their dealers from dualing with International Automobile Importers, Inc., and Malcolm Bricklin, chairman of IAI, said letters were being mailed to all import presidents advising them of this situation.

Bricklin told AUTOMOTIVE NEWS at least 40 incidents have been reported where dealers who expressed an interest in the Pininfarina and Bertone automobiles have been pressured and could not go through with the deal.

Makes named specifically were Mercedes-Benz, BMW, Porsche-Audi and Subaru.

Bricklin said the influence exerted included threatening to cut the dealers car allocations, or telling the dealer they would receive more cars if they did not sign with IAI.

Bricklin said dealers expressed fear of signing with IAI because of the threats that have been made in the field.

The letters going to the import presidents, he said, are to advise them that a situation does exist of which they might be unaware.

• All the representatives of importers whose dealers were named by Bricklin said they were not familiar with the charge.

A spokesman for Mercedes-Benz of North America said it was not a company position to discourage dual franchises. He added the district sales people do point out advantages to being exclusive but there is no campaign to discourage duals.

A BMW spokesman said it was not a "policy of the company to put pressure on dealers." He added that BMW does not have an official policy on dual dealerships, adding that many BMW dealers at present are dualed.

A spokeman for Porsche-Audi said he did not know of the incidents, but said there is a contractural agreement with all dealers that they cannot put another franchise in the same building with the Porsche-Audi franchise.

As for Subaru of America, the company which Bricklin founded, Alan B. Ross, vice president of corporate communications, said there was no effort on SoA's part to discourage dualing with IAI, adding that SoA staff do not come into contact with dealers since they have an independent distributors network.

"To us it's just another car line," he said.

Bricklin said he will not be stopped from signing first-class dealers in an area no matter what franchises they currently hold.

The convertible look

E&G Classics, Columbia, Md., gives the Chrysler Corp. E-Class models the appearance of a convertible. Pictured is a Dodge 600-ES.

As Jensen retires

GM names Atwood executive VP

A fast-rising General Motors executive took a big step up the ladder last week. Donald J. Atwood, 59, was chosen to succeed Reuben R. Jensen as executive vice president of the corporation.

Atwood will take over his new duties Jan. 1 when Jensen retires. Jensen will be 63 on Dec. 22. Atwood also was elected to the GM board of directors.

Since November, 1981, Atwood has been vice president and group executive in charge of the worldwide Truck and Bus Group. His new job will include those activities plus the Power Products and Defense and Components operations.

Donald J. Atwood

Reuben R. Jensen

Atwood will hold one of the five top jobs in the corporation. As executive vice president, he will join F. Alan Smith, heir-apparent to the chairmanship. They are outranked only by the chairman, the president and the vice chairman.

When an executive reaches Atwood's rank, there often is speculation about his next post — the presidency of the company, for example.

Such a promotion is unlikely in this case. Atwood is 59, less than two years younger than GM President F. James McDonald, and it is highly unlikely that GM would appoint a president who could serve only a year and nine months before reaching retirement age.

Atwood's rise at GM has been swift. He became a vice president in August, 1978, a little more than five years ago. The progression from vice president to executive vice president — for the very few who make it — usually takes much longer than that.

• Atwood joined GM in 1959 as an assistant director of the Boston Engineering Facility of AC Spark Plug Division. He became director of that facility two years later and in 1962 was named director of sales and engineering at AC's Milwaukee operations. He was appointed director of operations for AC Electronics (now Delco Electronics Division) in 1969.

When Detroit Diesel Engine and Allison divisions were consolidated into Detroit Diesel Allison Division in 1970, Atwood was named manager of the Indianapolis operations.

He became the first general manager of GM's new Transportation Systems Division in 1974 and general manager of Delco Electronics later that year.

In 1978, he was elected a GM vice president and named general manager of Detroit Diesel Allison. In January, 1981, he became vice president and group executive of the Electrical Components Group, the post he held when he was named head of the worldwide Truck and Bus Group on Nov. 2, 1981.

GM has not appointed a successor to Atwood in that position.

Jensen has been with GM since 1946, starting as a machine tool and die engineer with Detroit Transmission Division (now Hydra-matic Division).

He was named Hydra-matic general manager in 1965, general manager of Allison Division in 1967 and was elected a GM vice president later that year. His 16 years as an officer of GM is the longest tenure of any current officer.

Jensen was appointed group executive of the Nonautomotive and Defense Group in 1970 and later served as group executive for the Car and Truck Group and group executive for Overseas Operations.

He was elected an executive vice president in 1974 with responsibility for Overseas Operations and Nonautomotive and Defense Operations. He was named to the board of directors at that time.

Jensen has been in charge of Power Products and Defense and Component Operations since 1978. When the worldwide Truck and Bus Group was formed in 1981, it was placed in his sphere.

New-car supply rises to 55 days; shortages persist

Continued from Page 1

19.87 percent; compact, 26.47 percent; intermediate, 36.12 percent; standard, 10.08 percent, and luxury, 7.46 percent.

A month earlier, the inventory was divided as follows: Subcompact, 19.65 percent; compact, 25.08 percent; intermediate, 35.58 percent; standard, 9.04 percent, and luxury, 10.65 percent.

• The Dec. 1 days-supply figures by market class were:

Subcompact — Fiero, 17; Accord, 22; LN7, 39½; Laser, 52; Rabbit, 58; Escort, 61; Horizon, 63; Omni, 66; Chevette, 69; Encore, 70; Daytona, 73; Turismo, 73½; Alliance, 74½; Lynx, 88; Charger, 93; 1000, 93, and EXP, 108.

Compact — Eagle, 42; Cavalier, 49; Skyhawk, 52½; Camaro, 53; LeBaron, 55; Mustang, 60; Firebird, 60; Aries, 66; Reliant, 67; Dodge 400, 68; Topaz, 70; Sunbird, 79; Firenza, 80; Tempo, 82; Cimarron, 86, and Capri, 88.

Intermediate — Malibu, 39; Ciera, 40½; Century, 41½; Regal, 43; Cutlass, 44; LTD, 47; Celebrity, 52; 6000, 52; Chrysler E Class, 53; Marquis, 55; Skylark, 63; New Yorker E, 69; Dodge 600, 69; Bonneville, 71; Grand Prix, 77; Monte Carlo, 80; Thunderbird, 82; Omega, 85; Cougar XR7, 97; Phoenix, 99, and Citation, 104.

Standard — Olds 88, 27½; Gran Fury, 33; LeSabre, 38; Grand Marquis, 44; Crown Victoria, 50; Diplomat, 53; Chevrolet, 54; Cordoba, 57, and Parisienne, 58.

Luxury — Lincoln, 27; Seville, 27; Olds 98, 27½; Eldorado, 30; Electra, 33; Cadillac, 33½; Corvette, 35; Riviera, 36; Continental, 41; Toronado, 48; Mark VII, 50, and Fifth Avenue, 75.

NEW-CAR STOCKS

	Dec. 1, 1983	Nov. 1, 1983	Dec. 1, 1982
Alliance	74½	86	65
Encore	70	65	....
Eagle	42	72	90
AMERICAN MOTORS	68	76½	79
Horizon	63	53	66
Turismo	73½	51	67
Reliant	67	56	50
Gran Fury	33	42½	83
Plymouth	66	54	61
LeBaron	55	43	80
Cordoba	57	38	61
E-Class	53	38	75
New Yorker E	69	51	....
Fifth Avenue	75	49	62
Laser	52	68	....
Chrysler	56	48½	71
Omni	66	53	61
Charger	93	69½	66½
Aries	66	61	72
Dodge 400	68	54	108
Dodge 600	69	57	93
Diplomat	53	35	50
Daytona	73	76	....
Dodge	70½	59	75
CHRYSLER CORP.	64	54	69
Escort	61	51	63
EXP	108	78	56
Mustang	60	57	87
Tempo	82	67	....
LTD	47	48	33
Thunderbird	82	83	39
Crown Victoria	50	40	56
Ford	65	58	58
Lynx	88	65	72
LN7	37½	38½	64
Capri	88	82	91
Topaz	70	66	....
Marquis	55	48	67
Cougar XR-7	97	74	30
Grand Marquis	44	31	56
Mercury	72	59	59
Lincoln	27	26	39
Continental	41	69	34
Mark VI	50	57	41
Lincoln	39	41	39
FORD MOTOR	65	58	57
Skyhawk	52½	29	64
Skylark	63	46	55½
Century	41½	36	34
Regal	43	32	49½
LeSabre	38	29	47
Electra	33	29	53
Riviera	36	36	62
Buick	43½	34	49
Cimarron	86	69	60
Seville	27	32	33
Cadillac	33½	34	34
Eldorado	30	32	33
Cadillac	35	35	35
Chevette	69	78½	41
Cavalier	49	46	54
Citation	104	83	50
Camaro	53	46	38
Celebrity	52	50½	55
Malibu	39	26	43½
Monte Carlo	80	63	55
Chevrolet	54	51	52
Corvette	35	34	80
Chevrolet	58	54	48
Firenza	80	53	66
Omega	85	51	39
Ciera	40½	38	39
Cutlass	44	28½	36
Olds 88	27½	23	34
Olds 98	27½	24½	45½
Toronado	48	41	47½
Oldsmobile	41	31	40
1000	93	81	60½
Fiero	17	17	65
Sunbird	79	73	67
Phoenix	99	88	52
Firebird	60	58	52
Bonneville	71	55½	42
6000	52	45	55
Grand Prix	77	54	61
Parisienne	58	56	....
Pontiac	62½	53½	57
GENERAL MOTORS	50	42	47
Volkswagen	58	68	67
Honda	22	22	....
TOTAL	55	48	52

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59th year — No. 4999

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Grand Prix for sun worshippers

Convertible Specialists, Inc., Gardena, Calif., has added the Pontiac Grand Prix—as well as the other General Motors G-body cars — to its line of convertible conversions. The $4,000 conversion, sold through Convertible Concepts, Ltd., Blaine, Wash., features a power top and full headliner. The original back seat is retained.

Dealership helps the poor

Bob Simonds Pontiac-Honda, Phoenix, allowed one of its Fieros to be used as a pace car for the city's 10-kilometer Run Against Hunger. The car is shown with the front row of the race's wheelchair participants. The event raised funds for three area charities.

New-car sales rebound; month's total tops 780,000

By Jenny L. King
Staff Writer

Domestic new-car sales were back on the winning track by the end of November following a surprise mid-month decline of 17.09 percent. Total for the month for the U. S. auto makers was up 5.80 percent from year-ago sum, bringing to 10 the number of months this year in which sales have surpassed 1982 levels.

Sales of imported cars also were up in November. They

Tables on Page 58.

have been ahead of 1982 in 10 of the 11 months so far this calendar year.

Powered by a late-November sales increase of 37.05 percent, domestic sales climbed 5.80 percent to 590,527 from 558,146 last year. Imports gained more than 5,000 units with a total of 190,177 for the month this year compared with 185,059 in 1982.

The industry total was 780,704, up 5.05 percent from 743,205 last year.

Year-to-date domestic sales were up 17.47 percent, to 6,235,881 from 5,308,612, putting them ahead of the U. S. totals for 1982 and 1981, but below the 1980 domestic total of 6,578,275 for 11 months.

Import sales for the first 11 months were up 7.48 percent from 1982, with 2,189,803 versus 2,037,403.

Year-to-date industry-wide sales were 8,425,684, up 14.70 percent from 7,346,015.

• All the major domestic auto makers except General Motors reported November sales increases. GM's tally was off 0.58 percent (357,247 this year compared with 359,349 in 1982). Ford Motor Co. was up 13.58 percent, to 139,319 from 122,661, while Chrysler Corp. reported a 10.16-percent climb, to 61,605 from 55,921.

American Motors dealers delivered 18,604 AMC and U. S.-built Renault cars in November, up 38.21 percent from 13,461. Volkswagen was up 17.68 percent, to 7,948 from 6,754, and Honda sales totaled 5,804 in its first November in the domestic market.

GM dropped nearly four percentage points in its share of the domestic market in November, plunging to 60.50 percent from 64.38 percent. Ford expanded to 23.59 percent from 21.98 percent. Chrysler was up to 10.43 percent from 10.02 percent.

AMC held 3.15 percent of the total, up from 2.41 percent and

Continued on Page 58, Col. 1

Two firms sued for removing catalytic units

WASHINGTON. — Catalytic converters were allegedly removed from company vehicles owned by Atlantic Richfield Co., Philadelphia, and from customers' vehicles serviced by Lew Smith Muffler & Parts, Inc., Covington, Ky., according to a Department of Justice action.

The complaint is being brought against the two firms on behalf of EPA.

The action charges Atlantic Richfield with the removal of 12 catalytic converters from company owned vehicles and claims that leaded gasoline was used in 28 vehicles requiring unleaded fuel. The requested civil penalty exceeds $330,000.

The EPA said Lew Smith Muffler & Parts had removed 46 catalytic converters from customer vehicles, and had enlarged the gasoline inlets on seven of the vehicles so they could use leaded gasoline. The government is asking $132,500 in civil penalties from the muffler shop.

EPA recently issued both companies Notices of Violation, and attempted to settle out of court. When settlement could not be reached, the cases were turned over to the Department of Justice, EPA said.

Bendix unit files patent complaints

CLEVELAND.—Bendix Automation has filed a complaint with the International Trade Commission against Amada Co. under a provision of Section 337 of the Tariff Act, according to Bendix legal counsel, Howard Massung.

The complaint states that Amada Co., Ltd. of Japan and its U. S. subsidiary U. S. Amada, Ltd., have infringed patents licensed to Bendix Automation Co. for the Right Angle Shear (RAS). Bendix Automation holds exclusive rights to those patents.

The ITC has accepted the complaint and ordered an investigation.

Production 3 to 5 years away, Continental says

New way developed to attach tire

By Anne Hope
Special Correspondent

LONDON. — Continental, Europe's No. 2 tire maker, has taken the unusual step of launching its new tire system now even though it doesn't expect production to start for some years — "possibly three but more likely five," according to Chairman Helmut Werner.

So why the rush? Why the premature disclosures?

Because Conti — full name Continental Gummi-Werke and understood to be one of only two European tire producers in the black — wants partners.

Without partners, the new concept, called the ContiTire-System (three words rolled into one), just won't succeed.

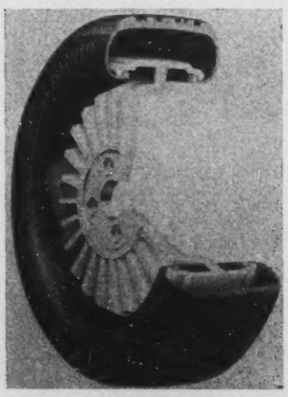
Conti is spending around $40 million — about 30 percent of its annual development budget — on perfecting the CTS for production. That annual investment gives an indication of how important the new concept is to the Group. But, even so, more backing is needed.

• CTS, which is claimed could capture a third of the original equipment and replacement tire market in the U. S., Japan and Europe, was the idea of Conti engineer Wolfgang Rach — apparently a modest man, for he wasn't at the presentation in London. The first patent on his system was taken out in 1980.

A further 20 patents have been applied for in an attempt to safeguard the system worldwide.

Not that Conti wants to go it alone. Far from it. R & D costs have strained Conti, which, anyway, nearly went bankrupt in the late '60s. Then, in 1973, Dr. Carl Hahn, whose father was one of the founders of Auto Union, took the top job at Hanover. By the time Hahn left in December, 1981, to return to Volkswagenwerk as chairman, Continental had become Europe's No. 3 tire producer.

• It was while Hahn was with Conti that a technical and commercial agreement was signed with an important overseas partner, Japan's Toyo Tire & Rubber. In 1982, an agreement with General Tire & Rubber of the U. S. followed.



Conti's system

New way of fitting tire to rim has been announced by Continental Gummi-Werke in Europe even though much testing remains to be done. Many advantages are claimed for the "hook-on" tire mounting.

The agreement with General was especially important, for it gave Conti entry to the huge stateside market through General's large distribution network.

These agreements have made Conti into a powerful force to be reckoned with outside Europe, the company believes.

Conti executives consider that CTS will "put the Group on the world map" and even have as much impact as Michelin after launching the radial tire.

But, to quote Werner again, "The competition is not asleep."

Conti doesn't make wheels, which could be considered a snag, as the CTS needs a special wheel and rim.

However, at a very early stage, Conti contacted "a very competent wheel manufacturer."

• Conti is now looking at automatic fitting. At present, the few CTS concepts produced have all had to be mounted by hand.

It takes four to 14 seconds to mount a tire on its rim in a car plant. If fitting cannot be done quickly on the line, required volumes won't be achieved.

"I don't believe that any large-scale car manufacturer will take the CTS until the machinery to mount it automatically is available," Werner said.

• "It is no longer enough just to present a brilliant technical achievement."

Claims for CTS include:

10 percent more driving comfort; 10 percent more skid resistance; 10 percent higher mileage; 10 percent less weight; 15 percent more room for fitting brakes and especially asbestos-free ones; 15 percent less rolling resistance, and 25 percent better behavior when driving and claimed run-flat capability for at least 250 miles.

Conti people are convinced that the advantages offered by the CTS will persuade car makers to decide to fit the CTS as standard within a few years. Exactly when depends on the auto producers and tire/rim makers.

Ford truck incentive aimed at beating Chevy for year

DETROIT. — Ford Division apparently figures a 10 percent increase in truck sales in December over what it originally anticipated will be enough to beat Chevrolet in calendar-year truck sales.

Essentially, that's what a last-minute $300 to $4,000 contest for sales managers is geared to.

The Ford Division "Holiday Happiness—Gold to Go" contest runs from Dec. 1-31. It puts sales managers into one of four groups and gives each group an all-truck objective of 110 percent of their original forecast.

Managers in the top group, representing the large dealerships, who hit 110 percent have a choice of two gold Rolex watches (men's or women's); one watch and $2,000, or $4,000 in cash.

The watches reportedly have a retail value of $4,000 each.

Managers in the second-tier group get one Rolex watch or $2,000.

Those in the third group get $1,000, and those in the fourth receive $300.

Everyone who hits 110 percent wins. Managers can step up into the next higher category than the one they're in by accepting the minimum objectives of the higher category.

Dealers who don't have sales managers can designate themselves to be eligible. Fleet, lease and retail sales count, and new '83/'84 trucks are included in the objectives.

This program supplements a previously reported "Holiday Happiness" contest which runs concurrently. It is intended to counter the pressure of a recently announced Chevrolet truck contest.

Hall of Fame plans 45th annual affair

MIDLAND, Mich.—The Automotive Hall of Fame will present 10 Distinguished Service Citations and announce new electees to the Hall of Fame at a luncheon to be held Feb. 5 in Dallas in conjunction with the NADA convention.

Featured speaker will be Gerald Greenwald, vice chairman of Chrysler Corp.

The 45th annual luncheon will be held at noon in the Reunion Ballroom of the Hyatt Regency Dallas. Tickets are available ($30 each) from Automotive Hall of Fame, Inc., P.O. Box 1742, Midland, Mich. 48640.

ESOP brings $4,452 in stock to Chrysler aides

DETROIT. — Chrysler Corp. employes who have participated in the first three years of the Chrysler Employe Stock Ownership Plan (ESOP) now have approximately 159 shares of Chrysler Corp. common stock in their plan accounts, the company said.

Based on the Dec. 2 closing price of $28 per share, the value of such shares is about $4,452.

Accounts for approximately 68,000 Chrysler employes have each been credited with about 19.6 shares of Chrysler Corp. common stock for the third year of the four-year plan set up under the Chrysler Loan Guarantee Act of 1979.

The ESOP covers employes whose compensation and benefits were modified as a result of the Act. The Act requires that $162.5 million worth of Chrysler common stock be contributed to the plan over a four-year period ending June 30, 1984.

The stock is put into a trust for the employes until they retire or otherwise terminate employment.

In the first three years, Chrysler has contributed 13,590,000 shares to the plan. Including the shares in the ESOP, Chrysler said, Chrysler employes and retirees own approximately 15.9 percent of the company's common stock.

They clash with gray-marketers at hearings

Importers ask EPA rule changes

Continued from Page 2

000 for a car we can't work on." Another dealer said it damages his reputation when service is refused on a product of his manufacturer.

Even modifiers themselves testified in Washington that as many as 90 percent of the gray-market cars could not pass EPA tests even though some are inspected by EPA-certified laboratories.

They implied that the tests were being performed improperly on many cars, that faulty or unsafe equipment was being installed and that equipment was being "recycled" from car to car in order to pass the one-time inspection.

Modifiers testifying during the workshop said the problem discouraged honest operations, since they could not compete against those who did not incur the same labor, material and research costs.

However, when EPA asked whether the modifiers would consent to spot checks on their vehicles, they backed away, asking instead why the EPA could not do a better job in monitoring test laboratories.

• At the San Diego workshop, Allen Hardy, of Hardy & Beck Performance, Inc., and president of the A'CA, proposed a method of certifying emission laboratories.

"The present testing option should be amended by requiring that the test labs be certified by the EPA," Hardy said.

"The present 'approval' program (EPA provides lists of certification labs) is almost a certification program, but it suffers from a lack of formality that permits confusion about responsibilities and the consequences of improper conduct."

He added that formalizing the approval procedure and including a decertification mechanism would force the dishonest labs out of business.

Hardy also recommended that the EPA require the labs to hold the cars they've tested for 10 days, beginning the day EPA receives the test report.

"During the hold period, EPA would have the prerogative of requiring a retest by the test lab or testing the vehicle using a third-party tester," he said. When the 10 days have elapsed and no test is called for, the EPA would then send a release on the car to Customs.

Under the current procedure, Hardy said, the car often is long gone by the time the EPA has reviewed the test data.

The AICA proposal also calls for commercial importers to provide a five-year/50,000-mile warranty on emission equipment and include evidence of such a warranty with the test data.

Hardy said AICA will also fund a self-policing program which would include a sticker issued by the association to certified labs to be placed on vehicles tested and found in compliance with applicable regulations.

AICA would also do its own spot-testing of vehicles during the 10-day hold period and establish guidelines for withdrawing AICA stickers if violations are discovered.

All test data and sticker revocation actions would be reported to the EPA and the association would require a substantial performance bond from AICA-approved labs. That bond would be forfeited if the sticker were revoked.

• Robert McElwaine, president of the American International Automobile Dealers Assn. (AIADA), said he finds all four of the options proposed by the EPA unacceptable.

He told the San Diego meeting that Congress, when it passed the Clean Air Act, "never intended to permit wholesale importation of non-conforming vehicles."

"Has the agency carried out the law as mandated? The answer is a resounding no," McElwaine said.

In allowing non-conforming vehicles in the U. S. with the provision that they be brought up to clean-air standards, McElwaine said, "EPA has compounded this perversion of the law."

He suggested that the EPA consider "the unspoken fifth option, enforcing the law as written . . . permit no vehicle to be imported unless accompanied by certification from the original manufacturer."

He warned that if EPA doesn't close the loophole, "Congress will."

Tom Claridge, owner of Claridge's, Ltd., a Fremont (Calif.) Mercedes-Benz dealer, said his service department turns away two or three gray-market cars a day that need work.

Claridge said his dealership refuses to work on these cars because "we are not allowed to modify emission control systems." Most of the problems are with emission controls installed by importers or vehicles with no emission control system, he said.

"The only solution is to only allow the manufacturer to certify and warrant the car," he said.

Donald Drachand, chief of mobile sources control for the California Air Resources Board, called on EPA to close the loophole, indicating that gray-market imports "now exceed some models imported by certain manufacturers."

He estimated that one-third of the gray-market cars in the U. S. end up being operated in California.

Service Index climbs, but at slower rate

Continued from Page 1

the Service Index registered increases in October, led by sales of all parts and accessories, up 17.1 percent over the volume attained in the previous year.

• Gross profit on all labor, parts and accessories — the most important indicator from the dealer's viewpoint — topped *last year's figure by 12.6 per*cent, while shop parts sales, those used on both customer-paid and warranty work, jumped 11.6 percent above the volume recorded last year.

Total labor sales (customer-paid and warranty) were up 9.9 percent over the volume last year, while repair orders written in dealershop shops escalated 2.5 percent over the number written in the same month a year ago.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealers.

For the 10-month period of 1983, service and parts business was 109.4 percent of the volume for the same period a year ago.

Sales of parts and accessories showed an increase of 11.5 percent, while gross profit was up 11.2 percent, and shop parts sales advanced 10.5 percent.

Labor sales increased 8.5 percent for the January-October period, while repair orders written were up 2.7 percent.

SERVICE INDEX

111.6*

	Oct., '83 vs. Oct., '82	10 mos., '83 vs. 10 mos., '82
Gross Profit on All Labor and P&A Sales	+12.6%	+11.2%
Repair Orders Written	+ 2.5%	+ 2.7%
Total Labor Sales (Customer & Warranty)	+ 9.9%	+ 8.5%
Shop Parts Sales (Customer & Warranty)	+11.6%	+10.5%
Sales of All Parts and P&A	+17.1%	+11.5%

*—Survey by Automotive News shows that dealers' service and parts business in Oct., 1983, was 111.6 percent of business in Oct., 1982. Service business in the 10 months of 1983 was 109.4 percent of business in the corresponding period in 1982.

breaking news

Curcio named Mack chief executive

ALLENTOWN, Pa. — John B. Curcio, 48, president and chief operating officer of Mack Trucks, Inc., since 1980, has been named chief executive officer, effective Jan. 1. He succeeds Alfred W. Pelletier, who will continue as chairman. Pelletier said the promotion will allow Curcio to take over the company's long-range planning prior to Pelletier's retirement. Pelletier will be 62 in January.

Honda recalls 61,000 '84 Accords, Civics

WASHINGTON. — Honda is voluntarily recalling 61,000 '84 Accord and Civic models for safety-related defects. The Accord recall involves 48,000 cars for a faulty voltage regulator which Honda believes may be on fewer than one percent of the units. A defective safety catch on the hood latch system prompted the recall of 10,421 Civic CRX and hatchback models. Also, Honda said, "less than 2,900" Civic 1300 hatchbacks are being recalled to check a possible faulty left side shaft which, under certain high-stress conditions, may break and cause sudden loss of power.

News roundup

GM recalls 161 school buses

DETROIT. — General Motors is recalling 161 Chevrolet and GMC 1982 and 1983 school buses to inspect the moisture ejector valves in the vehicles' dual air-braking systems. GM said some of the valve assembles may have improperly torqued bolts, which could break, allowing the valve to loosen or separate and leak air from an air-supply tank in the brake system.

Dana UAW reach agreement

DETROIT.—The UAW and Dana Corp. have reached a tentative agreement in principle on a new three-year contract. The agreement covers 7,000 Dana workers in 15 facilities in Ohio, Indiana, Illinois, Michigan and Pennsylvania.

Ford to add capacity to Rouge Steel

DEARBORN.—Ford Motor Co. will build a $200-million continuous casting plant with annual capacity of 1.8 million tons at its Rouge Steel subsidiary. The move will make Ford's steel-making facilities strongly competitive and among the most modern in the U. S., Chairman Philip A. Caldwell said. Rouge Steel began shutting down earlier this year but stopped when employes accepted contract concessions.

GM-UAW program brightens holiday

DETROIT.—Thousands of needy families in the Detroit area had food for Thanksgiving as a result of presentation of a $100,000 check by General Motors and the UAW as a "fast start" advance of the Christmas Care and Share program. The check was presented to the Gleaners Community Food Bank, a nonprofit agency which made more than 250,000 meals available to hungry families in the area, by GM Chairman Roger B. Smith and UAW Vice President Donald F. Ephlin. The Christmas Care and Share program is under way in 75 communities where GM has plants. GM employes are encouraged to donate food or cash and GM matches the gifts.

Water injection favored at Buick

FLINT.—Buick has designed a water-injection system for its 3.8-liter turbocharged V-6 engine. The division would use this system, rather than an intercooler, to improve the performance of its turbo V-6 engine, according to Lloyd Reuss, divisional general manager.

Chrysler Marine purchased by Washington boat firm

DETROIT. — Chrysler Corp. and Bayliner Marine Corp., of Arlington, Wash., have reached agreement for Bayliner to purchase Chrysler's Marine and Industrial Products Operations.

Chrysler manufactures and markets a complete line of outboard motors, gasoline and diesel-powered inboard and inboard/outdrive marine engines and industrial engines. In addition to its nationwide distribution network, products are sold under private and brand-label names through independent retail outlets.

Outboard engines are engineered and manufactured in Hartford, Wis. Leased facilities are used to manufacture marine and industrial engines in Beaver Dam, Wis., about 30 miles from Hartford. Marketing and administrative offices are in Warren, Mich.

Chrysler will continue to sell unmodified engines for industrial purposes to original equipment manufacturer customers on a direct-ship basis.

The outboard-motor facilities in Hartford were purchased from West Bend Co. in January, 1965.

Bayliner is a privately held boat-building firm with eight U. S. manufacturing plants. The corporation produces power boats marketed under the "Bayliner" name in sizes from 16 to 45 feet.

Bayliner pioneered the development of boat packaging, which includes boat, motor, trailer and accessory as an integrated unit and which utilizes private-branded engines heretofore built by Chrysler.

Dutch-built Volvo seems targeted for U.S. market

Continued from Page 7

the exchange rate, for example," he explains.

"The exchange rate of the Dutch florin to the U. S. dollar has moved to 2.90, when a few years ago we had 1.90. Sometimes people think when you state an ambition and don't fulfill it there's been a fundamental change of your plans. It's other factors which can influence decisions."

When Volvo Car builds its 100,000th car this week (Dec. 12-16) it will have achieved its first objective. It will break even this year following several years of reducing losses and will achieve around 1 percent of the European new-car market.

The company is now tackling the second phase—building up to around 130,000 annual output. But it will not mean substantial profits, as it will be investing heavily in product, plant and dealer development, says Deleye.